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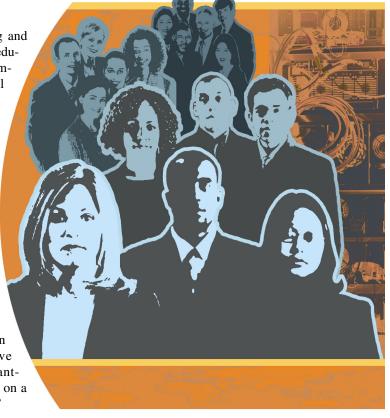
The State Of IT Associations

Professional Groups Adapt To Shifting Climates

by Christian Perry

WHEN IT COMES TO networking and easy access to information and education, it's tough to beat a membership to an IT professional association. But despite the plethora of benefits afforded by association memberships, these groups constantly reassess their efforts to battle declining membership in the face of belt-tightening and lack of time across the industry.

"Associations have been forced to evolve to fulfill the professional needs of members who are facing increasing pressure, greater job breadth, and less free time than ever before," says Brian Reithel, president of AITP (Association of IT Professionals). "We have changed to provide more instantaccess services that are available on a 24/7 basis through our Web site."



Today more than ever, time is a luxury for IT professionals, as work hours increase to accommodate the seemingly endless expan-

sion of job responsibilities. This presents a unique challenge for IT associations looking to drive home the value of membership to nonmembers and keep current members satisfied.

Whereas associations of ages past thrived almost exclusively on face-to-face contact, today's associations harness the Web's power to create information and networking hubs that members can access at any time. For many associations, this environment delivers opportunities for growth that members have never before experienced.

"We have adapted our training offerings and even our methods of delivery as technology and the industry have changed," says Dave Cullinane, president of ISSA (Information Systems Security Association). "We are looking to expand the capabilities of our Web site to

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Corporate Blogging Policy Primer

Protect Corporate Information While Preserving Personal Opinions & Creativity

by Will Kelly

Weblogs, better known as blogs, have taken off in the past year and are becoming an important online communications channel for a growing number of Internet users. These online journals have diversified from their roots as a frequently updated personal Web site into online periodicals and even

marketing communications

However, with their diverse personal and professional topical

focuses, blogs rival happy hour at the local bar as a venue of choice for complaining about work. The past two years have

You need to draft a corporate blog policy for employees who maintain blogs on and off the time clock.

seen high profile firings of contract and full-time employees from Google, Microsoft, Delta Airlines, and other industry leaders after the content of their blog postings leaked privileged corporate information and dirty laundry.

In order to avoid such problems, you need to draft a corporate blog policy for employees who maintain blogs on and off the time clock. The policy will serve as an addition to your existing corporate policies

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With the line between corporate-sponsored blogs and personal blogs blurring as companies launch their own blogs to spread their marketing message online, you may decide a blog disclaimer is necessary.

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With SPIT still just a potential threat on the radar, it's prudent to stay informed about the latest security offerings.

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■ AirDefense announced Bluewatch, a commercial-grade Bluetooth monitoring solution available on PDAs. ■ Allume Systems announced the icSpyware & Anti-Phishing suite to protect against spyware, phishing, and spam. ■ American Megatrends unveiled additions to its MegaRAC line of server management products. ■ AT&T announced it will be offering its services to monitor and administer important business applications, such as e-commerce, e-business, and enterprise application infrastructure. ■ Dell is offering its new Data Center Environment Assessment service. ■ Microsoft released the Fleet Edition 2004 of its MapPoint software. ■ Symantec Hosted Mail Security operates at the mail-host level, protecting both incoming and outgoing mail.

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Hurd Named CEO Of HP

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MARK HURD, FORMER CHIEF EXECUTIVE at NCR, was named president and chief executive of HP. He replaces Carly Fiorina, who was fired less than two months ago after six years as CEO. Hurd spent two years as CEO of NCR, in which time NCR's stock prices rose threefold. HP Chairman Patricia Dunn says HP does not intend to sell off major pieces of its business or undo its merger with Compaq. But in meetings with the media, Hurd and Dunn say there is nothing that requires Hurd to keep the company's portfolio intact, opening up the possibility of a spin-off of HP's printer business. Hurd and HP face many challenges, including increasing competition from IBM and Dell.

■ Microsoft, EU Work on Settlement

MICROSOFT HAS AGREED TO ADOPT all of the major changes the EU has demanded after the company violated European antitrust laws. As part of the settlement, Microsoft has agreed to delete references to Media Player from Windows product documentation and to create a package that replaces the programs and settings that were removed from the version without Media Player. The company has also agreed to a new name for this Media Player-less version: Windows XP Home (or Professional) Edition N.

Comdex 2005 Cancelled

CITING A LACK OF INTEREST from exhibitors, MediaLive International, organizers of the Comdex trade show, says it will not produce a 2005 event in Las Vegas but hopes to have an event in 2006. MediaLive says IT buyers have offered enthusiasm and loyalty to the Comdex brand. In a survey conducted by the company, 70% of respondents agreed that Comdex is the most efficient way to see

products in one place and meet with a variety of vendors. Comdex has 2005 events planned for Paris in October and Greece in November.

■ MCI Accepts Verizon's Newest Bid

THE MCI BOARD OF DIRECTORS accepted a new \$7.6 billion acquisition offer from Verizon, bringing MCI a step closer to resolving the bidding war between Verizon and Qwest. In February, MCI accepted Verizon's original offer of \$6.7 billion but then agreed to reopen talks with Qwest to reconsider its \$8.45 billion bid. Analysts consider Verizon to be the financially stronger company and predict it will prevail. Qwest responded by raising its bid to \$8.9 billion, setting the stage for a potential proxy fight.

IBM Boosts Sales Team Approach

IBM WILL INCREASE its software sales force, currently numbering around 13,000, by 500 new hires this year. Each new employee will be matched up with a software consultant from IBM's Business Consulting Services division who has specific industry knowledge. IBM says this approach will help the company cater its products and services to better help clients solve their problems. This boost furthers IBM's plan last year to restructure its sales force, training them not only in the technical aspects of IBM products but also in the specifics of certain industries.

Telecoms & Networking Vendors Team Up Against Hackers

A GROUP OF 18 NETWORKING vendors and telecom companies announced they will form a coalition to coordinate defense efforts during hacker attacks. In the event of an attack, the Fingerprint Sharing Alliance will let member groups share attack profiles through an automated process. Members of the alliance hope the process will cut down on the time needed

to stop an attack. Arbor Networks, a maker of network threat-detection tools, will provide the technology for the effort. Other member organizations include Cisco, EarthLink, MCI, British Telecommunications, and NTT Communications.

Private Firms Invest In Lenovo

THREE U.S.-BASED firms have agreed to purchase a combined 12.4% stake in IBM-Lenovo. Texas Pacific Group, General Atlantic, and Newbridge Capital will invest \$350 million. IBM, which will have a 13.4% stake in the company after the deal is finalized, will be the combined company's second-largest shareholder, behind Lenovo Holdings.

Intermec Files Counterclaim To Symbol's Patent Lawsuit

INTERMEC HAS FILED CLAIMS against Symbol, accusing the company of infringement of several Intermec patents. The complaint is a counterclaim to a lawsuit filed by Symbol earlier this month, which accuses Intermec of infringing on Symbol patents in the Wi-Fi field. Symbol also backed out of an agreement in which it provided laser scanning systems for Intermec's bar code scanning equipment. Analysts say these lawsuits may eventually

determine who will get in on royalties associated with the RFID technology.

Phishing Attacks Up Slightly In February

THE ANTI-PHISHING WORKING Group reported a slight increase in phishing attacks for February. The number of separate phishing emails rose 2% over January's total to 13,141. Similarly, the number of Web sites from which attacks originated rose 1.8% to 2,625, according to the group. The United States leads the list of countries hosting such sites, followed by China. The financial services sector was hardest hit by phishing in February, bearing 78% of the attacks.

Oracle Buys Oblix

In an EFFORT TO BOOST its identity management lineup, Oracle purchased Oblix, a Cupertino, Calif.,-based developer of identity and Web services management products. Oracle plans to integrate some features of Oblix's products into its own programs, while still selling Oblix's CoreID (for centralized identity management), ShareID (for federated identity management), and CoreSV (for Web services management) as standalone software.

WATCH THE STOCKS

This information provides a quick glimpse of current and historical stock prices and trends for 15 major companies in the technology market.

Company	Symbol	Year Ago	March 23 \$	March 30 \$	% change from previous week
Avaya	AV	n/a	\$12.20	\$11.58	▼ 5.08%
BEA Systems	BEAS	n/a	\$7.97	\$7.92	▼ 0.63%
Computer Associates	CA	\$28.35	\$27.24	\$27.18	▼ 0.22%
Cisco Systems	CSCO	\$24.43	\$17.74	\$18.03	▲ 1.63%
Dell	DELL	\$34.66	\$38.43	\$38.55	▲ 0.31%
Electronic Data Systems	EDS	\$20.03	\$20.27	\$20.78	▲ 2.52%
Google	GOOG	n/a	\$178.98	\$180.45	▲ 0.82%
HP	HPQ	\$23.08	\$19.76	\$22	▲ 11.34%
IBM	IBM	\$94.20	\$90.52	\$90.68	▲ 0.18%
Intel	INTC	\$28.12	\$23.39	\$23.49	▲ 0.43%
McAfee	MFE	n/a	\$22.78	\$22.51	▼ 1.19%
Microsoft	MSFT	\$25.85	\$24.18	\$24.14	▼ 0.17%
Oracle	ORCL	\$12.58	\$12.49	\$12.48	▼ 0.08%
Red Hat Software	RHAT	n/a	\$10.55	\$11.08	▲ 5.02%
Sun Microsystems	SUNW	\$5.06	\$4.08	\$4.09	▲ 0.25%

NOTE: This information is meant for reference only and should not be used as a basis for buy/sell decisions

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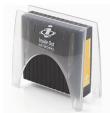
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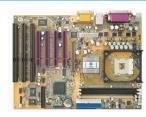
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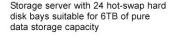
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Vital Statistics

April 8, 2005

The oldest IT group in existence, the Association of IT Professionals is a chapter-based organization that serves members in all disciplines of IT.

Members: 8,000

entire career," Reithel says.

"Through our activities, people become effective in their work

With 8,000 members across the

country, AITP serves its membership base through a chapter-

based organizational structure. There are 120 chapters that cater

"I would say that about 90%

of all local chapters are selfdriving," says Deborah Lovell,

president of the Dallas chapter.

"We think that our local atten-

dees look to us for local involve-

Organizational bylaws require

that chapters produce at least

10 programs a year. The Dallas

chapter holds 12, which range

from special CIO spotlights to

Lovell says that chapter leaders

like her are always learning how

to listen to what their members

"When

we only had

the geeks come to talk about technical

topics, we found that it

bored 'em to tears and at-

tendance lagged," she says.

"It is because our members

live and breathe that stuff all

day long; they need to learn

something to expand their skills."

chapter found that 80% were

most interested in the oft-for-

gotten soft skills: things such as

leadership management, pro-

fessional development, and

business etiquette. These

use, she says.

In addition to professional chap-

ters, AITP also has a healthy con-

tingent of student chapters across

student chapters," Reithel says.

"This is because we like to stay

vital and in touch with the evolu-

tion of IT. We do this through

interaction between professional

and student members, because

no one is more in touch with the

cutting edge than the students

who are just learning about the

latest technology."

"Our pro chapters support the

the country.

types of skills are the ones

any IT professional can

Supporting

Students

After polling members, her

need from the programming.

no matter what they do in IT."

Chapter-Based

to specific regions.

ment and networking."

educational programs.

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Chapters: 120

- AITP Education Special Interest
- AITP Educational Special Interest Group Journal
- · AITP Legislative Committee
- AITP Model Curriculum for 4-Year Institutions
- · Institute for Certification of Computing Professionals
- The Foundation for Information **Technology Education**

Dues: \$105 plus chapter dues

Web sites: www.aitp.org; www.edfoundation.org

Phone: (800) 224-9371

Outstanding Fact: AITP has always been dedicated to developing its student members' skills, as these youngsters will eventually fill the ranks as IT professionals. In the early 1980s, the group (then known as the Data Processing Management Association) was the originator of the first national model for curriculum in information systems.

also holds a national collegiate conference each year.

And this is just one element of AITP's commitment to education in information technology. The organization also funds the Foundation for Information Technology Education, its research and development arm. The foundation was formed in 1975 to support the efforts of IT educators in the advancement of the industry.

On top of this, AITP also sponsors an Education SIG (special interest group), which offers camaraderie for IT educators. Reithel, a professor of management information systems and dean of the business school at the University of Mississippi, says the commitment to education keeps the organization and the industry strong.

"These students are the future leaders of IT," he says.

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Under The AITP Umbrella

This National Group Serves Everyone In IT, No Matter What They Do

by Ericka Chickowski

THE DINOSAURS OF IT may remember the Association of IT Professionals by a different name. This oldest of technical professional groups was formed as the Machine Accountants Association in 1951, long before anyone had even coined the term "information technology." In 1962, the group decided on the more progressive Data Processing Management Association moniker, by which it was known for 30 years.

In the 1990s, the group traded acronyms again to reflect the changing industry, but its mission has largely remained the same: To serve professionals in the information technology field with education and networking opportunities.

A Group For Everyone

In a fragmented industry where the majority of workers toil in narrow specialties, AITP eschews the cliquish mentality of most IT professional groups. Rather than catering to a single IT niche, AITP serves everyone in the industry. Members range from entry-level programmers to IT marketers to CIOs.

"It really creates an environment that promotes a lot of career advancement and personal development opportunities, ones that look to join groups geared toward their technical field, Reithel says they should consider joining a gen-

"I'm a member of several organizations, and I derive different benefits from each," he says. "I

Though many IT professionals eralized group like AITP, as well.

Association Information Technology **Professionals**

aren't always available when you

nical niches represented."

are surrounded by people who do exactly what you do," says Brian Reithel, president of AITP's volunteer board of directors. "Personally, I have benefited tremendously from the variety of roles and tech-

"AITP is something that some-

think a person ought to belong to a minimum of two organizations. The first should be a general IT organization that provides breadth—something that AITP provides nicely. Then join another group that aligns more closely to [your] specialty."

The reason for this is that in this day and age, workers are required to change specialties in order to keep working. One year you might be a member of a programmer's group, the next a member of a

In addition to the commitment to support student chapters, AITP one can belong to during their

data-center management group.

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In addition to professional chapters,

AITP also has a healthy

contingent of student chapters

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Continued from Page 1

become more of an information security portal and provide an online forum where members can discuss issues."

Already, the ISSA provides Web-based training sessions in an on-demand format. Cullinane explains that this allows busy security professionals to get the training they need at their desktops at a time that's convenient for them.

Reithel echoes this approach. "We are leveraging Web-based professional networking technologies like bulletin boards and expert directories in order to offer our members a full array of network development options," he says.

The Human Element

Yet even as the online presence of IT associations burgeons to meet the needs of professionals who don't have the time or money to travel, there remains an overt offline presence. Today's associations continue to offer a wealth of in-person conferences and meetings that give members access to education and business opportunities.

"There is a certain type and amount of networking that requires face-to-face contact," explains Reithel. "We have seen a resurgence

of interest in the personal and professional networks that our members form through inperson meetings and gatherings."

Says Cullinane: "The interaction that takes place at chapter meetings and the opportunities that the ISSA offers to network with peers are very significant benefits to our members—and something that can't be gotten via the Web."

In addition to regional meetings, associations continue to host seminars, trade shows, and educational conferences tailored to meet the needs of members. While some of these events address major industry segments, others drill down to specific topics so members can get the most bang for their buck and their time. The fact that these events remain a staple of association life can be partially attributed to flexibility because the selection of events is often wide enough to address different needs of different members.

"If people don't have the budget to go to a conference, they do find that the end user groups are very valuable because they receive a lot of information," says Krystn Meier, membership services manager at AFCOM (Association for Computer Operations Management). "We gather key speakers for

them and work with them to try to gather hot topics that they're interested in."

Moving Ahead

Association membership rates tend to ebb and flow along with the industry itself, whether an association targets general IT professionals or those with more specific interests. But most major associations constantly assess and reassess their offerings to mesh with the current financial and technological climates. Because today's technologies give us numerous outlets for education and networking, associations look to remain valuable and unique in these information-rich conditions.

For example, the ISSA has created a new level of membership called the CISO Executive Forum, which flies members into the forum location on a Thursday to network with peers. On Friday, the executives receive their requested training and information in a highly interactive environment. Boom, they're in; boom, they're out; and boom, they've got the knowledge.

Associations are increasingly offering convenient, highly targeted events like these that save members time and money, those two nagging aspects forever in short supply.

"For those associations that are in tune with the evolving professional needs of their members . . . the future looks bright,"

says Reithel. "For those that are stalled out in the past, they will see diminishing prospects as their members—who are hurried and harried in a variety of new waysdepart for organizations that promise professional relevance."

Page 7

Winds Of Change

Although IT professional associations continue to rely heavily on face-to-face contact between their members, they're further integrating their services with the Web to save members time and money. Here's a look at some of the resources offered online today by associations.

- Event calendars and registration
- · Job boards and other career tools
- · Exclusive white papers, magazines, newsletters, and other publications
- Up-to-the-minute industry news
- · Discussion boards and forums
- · Member contact information and other networking tools
- · Member surveys and polls
- Webcasts
- Materials for local chapter meetings

Corporate Blogging Policy Primer

Continued from Page 1 concerning the handling of confidential information, corporate secrets, email, and Internet usage

Although your company's legal counsel or outside attor-ney should be called in when drafting a corporate blog policy, consider the following tips to respect your employee's creativity and personal opinions while protecting your organization's competitive information.

Develop A Standard Blog Disclaimer & Corporate Agreement

With the line between corporatesponsored blogs and personal blogs blurring as companies launch their own blogs to spread their marketing message online, you may decide a blog disclaimer is necessary. Such a disclaimer needs to draw separation between the employee's personal blog and its employer's online Web properties. (For example, "The views on this Web site are mine alone and not

those of my employer.") Such a disclaimer works best on the index page of the personal Web site.

A standard corporate blog agreement is also integral to establishing a corporate blog policy. Such documentation dispels rumors and establishes clear baselines for the personal blog content.

Your corporate blog agreement should define what you deem confidential and competitive information to the organization. Further,

the agreement should define limitations for blogging about topics that may affect corporate legal compliance with federal regulations, such as SEC mandated quiet periods before an IPO.

Blogging on corporate time should also be included in your standard corporate blog agreement. If your organization is actively encouraging personal blog development, then it will be necessary to outline the amount of work time the blogger can devote to posting on company time. Posting to nonwork-related blogs during work hours would fall under the auspices of your Internet usage policy.

Laying out a corporate blog policy is breaking new ground for most organizations, so changes in policy course will be inevitable. Therefore, setting up a line of communications between management and your bloggers on staff is important to establishing a viable corporate blog policy that neither sacrifices corporate confidential information nor hobbles author creativity.

The words "First Amendment" may come to the lips of bloggers who feel a corporate blog policy is infringing on their rights. However, in today's age of atwill employment contracts, the First Amendment won't protect their job. It's important to communicate your corporate blog policy to your employees to dispel such misconceptions.

Preach Common Sense & Respect

Respect for the company, its employees, partners, customers, and competitors are hallmarks of a professional business. Slippages of such respect, even on personal online venues, can be a slight to a working relationship.

It's easy for a blogger to think that nobody is reading her blog because she is not one of the

digerati. However, because search engines such as Google hone in on hyperlinks, blog entries appear often in search results even for mainstream topics, including current events or the latest IT industry news development. These search results are where the problems occur. It's easy to go to a happy hour and kvetch about work with no corporate competitors being any the wiser. The same is not true when it comes to Google search results linking to Web content.

Channel Creativity, Not Corporate Secrets

Employees maintain personal blogs for a variety of personal reasons, and your organization can reap some benefits from this, including improved communications skills (employees are writing on their own accord) and improved Web skills (the bloggers manage their own blogs). It's important for management to recognize the potential value of blogging.

As blogs rapidly become a mainstream online communications channel, your corporate policies need to grow to encompass this new channel and secure your corporation's confidential information. P

Blogging Statistics

A 2004 Pew Internet & American Life Project survey highlights the following:

3% of American adult Internet users had created a blog in 2002; by the beginning of 2004, the figure had grown to 5%; by November 2004, it had grown to 7%.

27% of the 120 million American adult Internet users read blogs on a regular basis, a 58% increase from February 2004.

12% of American adult Internet users have posted comments or other materials on blogs.

82% of blog creators are Internet veterans who have been online for six-plus years.

39% of blog creators have college or graduate degrees.

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AFCOM Membership Has Its Privileges

Networking Opportunities Abound For Data Center Managers

by Tony Bradley

RUNNING A DATA CENTER is no easy task. A wide range of factors come into play, including technology issues, legal issues, business-process issues, and more. No matter what your industry, there are challenges that only others in that same field can truly understand. Who could understand your dilemma more, or provide more valuable insight, than your compatriots who also manage data centers?

The Association For Computer Operations Management provides a variety of resources and opportunities for data center managers and operators. Jill Eckhaus, president of AFCOM, says, "AFCOM has been the leading association for data center management professionals for the past 25 years. With a rich history of excellence, we have geared all of our services toward providing education, information, and peer-to-peer networking opportunities for the data center community."

Founded in 1981 by Leonard Eckhaus, AFCOM has built a reputation for supporting the niche market of data center professionals. Some benefits of AFCOM membership include a bimonthly magazine covering current data center issues, a monthly HTML newsletter, a Web site also inherited her membership from her predecessor. She agrees with Howdyshell that the local chapters are one of the key

been an AFCOM member for 10 years. She local chapters, online message boards, annual conferences, and more to collaborate to solve problems and create innovative new practices. According to Eckhaus,

"Those members who utilize these services get exactly what they are looking for out of the association: A place to meet people who face the same issues and have to overcome the same challenges."

There are currently 18 local AFCOM chapters throughout the United States, but that number is growing. AFCOM has more than 3,000 members, all reaping the benefits that AFCOM has to offer.

AFCOM provides three membership pricing packages. Individual membership costs \$235. Site membership includes up to three members from a single site for \$565, and a corporate membership includes up to five members regardless of location for \$846.

In any profession, there are benefits to networking with like-minded professionals who share similar challenges so that you can benefit from shared experiences. AFCOM provides the means for collaborating with other data center professionals.

Hill sums it up. "Where else can you find the wealth of information that is available? There is

no other national organization available to [data center] management." 🔞



center. A member for the past four years, Howdyshell encourages other data center professionals to join, as well.

"The AFCOM organization has a great deal to offer in terms of knowledge transfer

benefits. "The networking and relationships that have been built over the years have contributed to cost and time savings for my company. The sharing of experiences why reinvent the wheel?—is priceless. I've even joined together with another company for a price discount from a vendor."

A Wealth Of Resources

DCM, the association's bimonthly magazine, features columns written by data center industry professionals, as well as in-depth features focused on data center management. While members wait for their next DCM magazine, they can also enjoy The Communique, AFCOM's monthly HTML newsletter. The Communique keeps AFCOM members informed of industry news and emerging technologies.

As Howdyshell and Hill point out, though, one of the primary reasons professionals join an association like AFCOM is to share ideas and experiences with other data center professionals. Instead of facing challenges alone, members can use the

Vital Statistics

AFCOM is the premier association representing the needs of enterprise and Internet data center managers, executives, and vendors around the globe.

Members: More than 3,000

Chapters: 18

Dues: Individual membership is \$235 (site and corporate memberships also available)

Web site: www.afcom.com

Phone: (714) 997-7966

Outstanding Fact: With a bimonthly magazine, monthly newsletter, and two annual conferences, AFCOM provides all the resources a data professional needs to excel.

Instead of facing challenges alone, **AFCOM** members can use the local chapters, online message boards, annual conferences, and more to collaborate to solve problems and create innovative new practices.

with message boards and a comprehensive resource center, a technical-research hotline, two annual conferences, and more.

Current Members Speak Out

Lee Howdyshell at Honda of America Manufacturing inherited his AFCOM membership from his predecessor at the data opportunities at the chapter level, as well as new technology information at the nationalconference level," he says. "I have personally saved my company thousands of dollars through information I have obtained through my AFCOM relationship."

The University of Akron's manager of enterprise operations, Debbie Hill, has

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ICCA's immediate past president. For the past 14 years, Watkins and his wife, Arlene, who chairs ICCA's Education Committee, have owned and operated Heritage Computer Consulting & Services

ICCA Serves Independent IT Contractors

Networking Opportunities Give New Consultants A Boost

by David Weinstock and Curt Harler

THE INDEPENDENT COMPUTER Consultants Association serves

independent computer contractors like Leigh Weber of Ambler, Pa. It was 10 years ago that Weber had a discussion with his wife about their 8-year-old daughter. Both feared a future of day care centers unless one of them chose to stay at home.

Weber worked with the advanced tech division of Vanguard Group in Valley Forge, Pa. His wife was, and still is, a full-time employee of Merck & Co. in West Point, Pa.

"I'm the secondary income," says Weber. He got into consulting "modestly," he recalls. Over time, Weber Consulting Services prospered.

Weber's client base is an eclectic group with no single industry focus. They range from Fortune 500 companies to mom-and-pop operations.

Now that his daughter is attending college, Weber says he must make some decisions about how to ramp up his firm's revenues. While this could be intimidating for any small business, Weber is less apprehensive than most because for the past 10 years he has been an ICCA member.

what Weber calls a "colleaguelike relationship" with competing consultants with a "very wide skill set" who gather to get current and 950 members in 16 chapters nationwide.

ICCA had its heyday in the early 1980s when mini computers and, later, PCs allowed many Fortune 2000 companies to dive into technology. "They bought the hardware but didn't want to hire

networking aspect of the group to be one of its more valuable assets.

"Among our more popular member services are a standard contractor-form contract and a standard subcontractor-form contract," says Joyce Burkard, ICCA's executive director.

Like many associations, ICCA has a member insurance package. Its most popular policies are a business owners' package and an errors-andomissions policy that costs 20% to 25% less than similar industry packages, she says.

It also has discount plan agreements with DHL Express and Broadwing for landline telephone services. It publishes a bimonthly newsletter called *The Independent*.

ICCA's weakness seems to be its relative inability to serve established firms as well as it does new startups. "Our member retention is awful," says Weber. "The problem seems to be not enough resources for those who are up and running."

In an effort to deal with that problem, ICCA is creating a doc-

Programmer Steve Epner founded the

Independent Computer Consultants
Association in St. Louis in 1976.

of Lenexa, Kan. The firm offers a range of Web services, server, and database consulting.

The document library will serve as a knowledge base for established firms, says Watkins. "We want to create a home network for consultants."

It will have all kinds of business information for consultants. "We all have the technical expertise," says Arlene Watkins. "It's the business side that gives us trouble."

Though in its early phase, some of the information available to members includes business plans, how to sell, how to close, and how to execute contracts. They also plan to include documents on how to deal with local governments on issues such as taxation and hiring.

Independent Computer Consultants Association

sometimes even to refer prospects to each other.

ICCA Background

Founded in 1976 by a St. Louis programmer named Steve Epner, the national organization was created because there was no organization for independent contractors. Epner, who left Citicorp in April 1976 to start his own independent consulting firm, called 18

programmers. So they hired consultants instead," says Epner.

As the industry matured, contract-programming brokers began to emerge and create service bureaus. "They urged clients to hire from their larger organizations and not to hire the smaller independents," Epner says. ICCA responded by redefining its membership requirements around the smaller independents, prompting the larger firms to leave the group.

"That was a mistake and needs to be changed," says Epner.

The Philadelphia-area Delaware Valley chapter has 67 member firms, totaling about 75 people. "80% are one-person shops, and few employ more than 10 people," says Weber, who is also the national organization's newly elected president.

The national group is still alive and thriving, focusing on ways to make itself an organization that might serve a broader membership. This year's meeting will be held June 10-12 in Atlanta at the Doubletree Hotel Atlanta-Buckhead.

Strengths, Weaknesses

ICCA's strength seems to lie in its ability to help new consulting firms get started. According to a member survey done a few years ago, members perceive the

Vital Statistics

ICCA is a trade association that serves its independent computer contract membership with business and technical educational programs, a code of ethics, insurance and benefits, and a bimonthly newsletter.

Members: 950

Chapters: 16

Web site: www.icca.org

Phone: (314) 892-1675

Outstanding Fact: ICCA leaders are working to establish a document library that will serve as a knowledge base for consultants.

Dues: Based on firm size. The cost to a one-person firm is \$175; a two- to nine-person firm is \$225; and a 10-person-plus firm is \$275. There is a one-time processing fee of \$25. ICCA chapters have individual dues ranging from \$35 to \$100 a year.

	Chapt	ter Dues	
At-Large	\$ 35	Greater Washington	\$ 75
Atlanta	\$ 50	Houston	\$ 50
Chicago	\$ 90	Kansas City	\$100
Dallas/Ft. Worth	\$ 72	Maryland	\$ 75
Delaware Valley	\$100	Minnesota	\$ 75
Denver	\$ 60	NYC Metro	\$ 75
Detroit	\$ 50	Northern New Jersey	\$ 50
Fairfield/Westchester	\$100	San Francisco Bay Area	\$ 50
Greater Boston	\$ 95		

in its ability to help new consulting firms get started.

According to a member survey done a few years ago, members perceive the networking aspect of the group to be one of its more valuable assets.

He joined the Delaware Valley ICCA the moment he started his own firm. "I was poking around, looking for guidance on the hiring side."

What he found was a surprisingly social group. Members enjoy

competitors and convinced 11 of them to form the group.

"Within two years of forming our first chapter, we held our first national conference," he says. Today, ICCA's national headquarters in St. Louis has

ISSA: Your Link To The Security Community

A Peer-To-Peer Approach To Professional Education **Lets Members Network & Shape Policy**

by Bruce Gain

IT ADMINS ARE WELL acquainted with the dilemma of securing their networks, and almost every software, hardware, and services vendor claims to have a solution. But aside from relying on these third parties, to whom can IT security professionals turn?

You might also seek to influence governmental security policy on a national or even international level, or to share your expertise with your peers. Besides your colleagues at work, what support exists outside of your firm to link you to the IT security community?

The Information Systems Security Association, a professional, not-for-profit association, says it can address both of these needs.

Getting Educated

Claiming to be the largest association for security professionals, the ISSA says one of its main goals is to offer unbiased information and networking resources for IT security practitioners on all levels and from

Vital Statistics

The Information Systems Security Association claims to be the world's largest not-for-profit organization for information security professionals and practitioners.

Members: 13,000

Chapters: 95 chapters in 22 countries

- General Membership Fees: \$95
- Sponsored Membership Fees: \$115 (private sector) and \$90 (government employees).

Web site: www.issa.org Phone: (414) 908-4949

Outstanding Fact: The association offers its members educational forums, publications, and networking opportunities that its representatives say help its members expand their security knowledge base, help shape IT government and industry policy, and ultimately grow professionally.

fields ranging from communications to education, health care, manufacturing, financial, and government sectors.

"Raising the level of security within an organization is a challenging issue. It is a combination of science and art, and it is not something you can merely throw product at. Security professionals are best able to solve problems by building relationships and collaborating to share best practices and improve their education," says Jim Reavis, vice president of the ISSA and president of Reavis Consulting Group. "A professional association like the ISSA lets professionals network with each other, achieve selfimprovement, and influence the greater industry."

So how would the ISSA give you a better training experience than traditional commercial vendors offer?

"We leverage commercial training extensively and provide subject-matter expertise and program-chair capabilities to many security conferences," Reavis says. "We also negotiate significant course discounts for our members."

ISSA's educational opportunities include international conferences, local chapter meetings, and seminars that offer training and educational programs. Support is also offered for certification training and testing. Member-only information on the ISSA's Web site and publications rounds out the educational opportunities.

In February, for example, the ISSA said it was partnering with the ICIIP (Institute for Critical Information Infrastructure Protections) at the USC Marshall School of Business to deliver a series of executiveeducation programs specifically geared for chief information security officers. The first of these programs, called "Leading Systemic Security Management," will begin in July in Long Beach, Calif.

ISSA recently published a paper titled "Performing a Forensic Investigation," which offered specific how-to information on how to investigate a network break-in. The procedures the paper detailed included isolating compromised systems and data, collecting information, and storing evidence for analysis.

The ISSA also tries to offer training that goes beyond traditional education, Reavis says. In addition to networking and information-sharing among members, the

Information Systems Security Association

The Global Voice of Information Security

members opportunities to shape IT security policy on a national level. For example, the association makes it possible for members to join committees and boards. It also facilitates discussion and feedback on governmental issues, such as the National Strategy to Secure Cyberspace, says Anne M. Rogers, vice president of marketing for the ISSA and

> director of information safeguards for Waste Management, Inc. "[The ISSA seeks] to create a unified voice for security professionals around the world that can influence public opinion, government regulations, the media, and other audiences,"

> > Rogers says.

An executive-level membership called the CISO Executive Forum lets highlevel security executives share insights regarding security programs and initiatives, Rogers says.

"It also provides an unbiased forum for lawmakers and agencies to address questions [and] get

comments and feedback on proposed regu-

association offers ad-hoc and customized lations and legislation," Rogers says. learning opportunities, such as an incidentresponse seminar in coordination with the **Your Fellow ISSA Members** FBI's San Francisco office, Reavis says.

ISSA members include representatives from Dell, EDS, Forrester Research, Symantec, and Washington Mutual. But while the ISSA's membership roster includes representatives from heavy-hitter firms, the backgrounds and job functions of the association's members vary.

"ISSA members range from technical, hands-on practitioners all the way to the top CISO/CSO executives in organizations," Rogers says.

Playing A Role In The Industry

shelf and customized education."

In addition to education and networking opportunities, the ISSA also offers its

"Understanding how company A has

dealt with a phishing attack . . . is just one

example," Reavis says. "We are member-

ship-driven. Our members define what they

need in real time, and they then go satisfy

those needs with a combination of off-the-

"We are membership-driven. Our members define what they need in real time, and they then go satisfy those needs with a combination of off-the-shelf and customized education."

- Jim Reavis, ISSA vice president

iSCSI Accelerator

Virtual Booth 3978 • Virtual Product 1899



For the fastest, easiest to use and most affordable iSCSI Controller, try the Alacritech SES1001 iSCSI Accelerator -the only product that accelerates the Microsoft iSCSI Software Initiator. Based on Alacritech's proven SLIC Technology®, the basis of industry-accepted TCP/IP Offload Engine (TOE) solutions, the SES 1001 delivers unsurpassed iSCSI performance and efficiency.



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Bar Code Scanner

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software service provider can be

part of the Initiative For Software

Choice, an initiative promoting

neutral government procurement.

CompTIA has both corporate

and individual memberships.

Those who fly solo can sign up for

the group's IT Professional mem-

bership, which was developed

More Ways To Associate Yourself

These Professional Organizations Provide A Wealth Of Benefits

by Elizabeth Millard

LARGE INDUSTRY-FOCUSED groups, such as the Association of IT Professionals, can keep you tapped into what's happening across the country and even around the world. But if you're craving more networking opportunities, industry

news, and insider information, dozens of other professional associations are worth their membership fees. And in some cases those fees are on a sliding scale depending on the size of a business, so joining up is even more compelling. Here's a sampling of associations that may be worth a look on your next membership sign-up round.

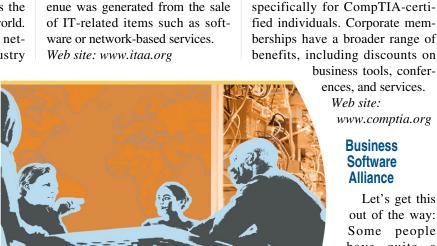
Information Technology Association Of America

Hailing itself as "the leading trade association of the nation's information technology industry,"

ITAA has more than 500 member companies. Founded in 1961 as the Association of Data Processing Service Organizations, the group has expanded significantly to include companies in every area of IT, such as outsourcing, tele-

com, and e-business. Like other member organizations, ITAA hosts its share of meetings and events, but it's also focused on advocacy work, giving IT a voice on legislative and regulatory issues in the government. Because more than 100 federal contractors are ITAA members, the group is well poised to give advice on procurement policy, the U.S. economy, and other macrotrends. The association also features many other resources for growing a business, including insurance programs, investor relation advice, and, of course, networking opportunities.

Membership dues are based on a company's total revenues for associate level status, but full member dues involve a more complicated formula involving how much revenue was generated from the sale



Computing Technology

It would be tough to wander the

IT hallways for long without hear-

ing about CompTIA. Founded in

1982 with an initial membership of four companies, the association

now boasts 20,000 member com-

panies in 102 countries. Its certifi-

cation training and exams are

popular in the industry, and the

association notes that more than

600,000 people worldwide have

received a CompTIA certification.

than develop vendor-neutral IT

certifications. Like the ITAA, it

also represents the global IT in-

dustry on public policy issues in

front of legislatures, government

agencies, and the courts. The asso-

ciation has a number of resources

broken down by member interest

or company focus. For example, a

But the organization does more

Industry Association

Software Alliance

business tools, confer-

ences, and services.

Business

www.comptia.org

Web site:

Let's get this out of the way: Some people have quite a problem with the BSA. Advocates of file-swapping and some developers have accused the BSA of stifling innovation because the group is

heavily involved in antipiracy and copyright protection issues. But politics aside, the BSA is still a compelling organization. Its members include most of the top software industry players with other technology companies thrown in as well, including Cisco, Symantec, Microsoft, Apple, and Adobe.

Established in 1988, the BSA has programs in more than 60 countries and works especially hard at educating consumers on software management and copyright protection issues. It also provides insight on cyber security, ecommerce, and other Internetrelated issues.

Membership comes in several categories, and smaller companies will probably opt for being part of the Internet Piracy category, or the Policy Council, depending on interest.

Web site: www.bsa.org

Association For Computing Machinery

The granddaddy of the technology association world, the ACM was founded in 1947 and currently has more than 78,000 members. Unlike most other organizations, the ACM is happy to share a wealth of free resources to nonmembers, as well. This is especially helpful with a new ACM feature, CareerNews, a biweekly digest of career news that covers topics such as tech salaries, H-1B visas, and networking skills. The association's digital library of magazine articles, journal papers, and newsletters is also helpful.

Where the group really shines for members is in its special inter-

est groups. Some of them are quite technical or academic (Genetic and Evolutionary Computation, anyone?), but most are accessible and cover areas such as operating systems, management, and security. If you want a deep discussion about Fortran, look no further. Web site: www.acm.org

Information Management Forum

Started in the early 1970s as a group of IT and data processing executives swapping stories over breakfast, the IMF has blossomed into a peer-driven organization for senior IT and IT human resources executives. The group has evolved over the past 30 years, but what got shared over eggs and bacon remains its core focus: to provide a networking opportunity so IT execs can learn about what other companies are doing and how they're competing. The group hosts in-person meetings and Web conferences and also archives member discussions, reports, and case studies. You can find membership prices and details by sending an email to info@theimf.com.

Web site: www.theimf.com

Other Organization Options

Scores of other organizations are eager to have you as a member. Just pick your area of interest and join the group. Here are some to consider:

Association for Women in Computing

Promotes the advancement of women in technology professions. (415) 905-4663 www.awc-hq.org

Business Technology Association

For business equipment and systems dealers, system integrators, manufacturers, and distributors.

(816) 303-4011

www.bta.org

Computer & Communications Industry Association

Promotes competitive and fair open markets, open systems, and open net-

(202) 783-0070

www.ccianet.org

International Association for Management of Technology

Brings together technology management professionals. (305) 284-2344

www.iamot.org

Network and Systems Professionals Association

Seeks the advancement of all network and systems professionals. (414) 768-8000

www.naspa.com

Storage Networking Industry Association

For companies and individuals working in the storage industry. (415) 402-0006

www.snia.org

Data Collection

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Vitual Booth 4190 • Virtual Product 2212



The SPT 1800 Series of handheld computers offers an advanced Palm Powered solution for your mobile workforce. This family of rugged mobile computers combines integrated scanning with the Palm OS platform. The durable casing of the SPT 1800, combined with integrated bar code scanning, provides the perfect platform for stocktaking, deliveries & all other mobile computing needs.



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Data Collection Computer

Virtual Booth 3869 • Virtual Product 1704



The LINX VIII is a powerful data collection alternative for those situations when the familiar look and feel of the MS Windows interface and management tools are desired. Running Microsoft's next generation embedded operating system, CE.NET, the LINX VIII allows you to use your existing Microsoft desktop development skills with off-theshelf Visual Studio .NET to create managed code solutions.



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Remote Server Management Virtual Booth 22 • Virtual Product 1235



UltraLink™

- Connect to remote computers by Ethernet or dial-up
- Secure encrypted operation
- Scaling, scrolling, and auto-size features
- Available in one, two, and four user models
- Local KVM port to access computers at UltraLink unit
- Up to 1280 x 1024 resolution, suports all platforms



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IP KVM

Virtual Booth 2888 • Virtual Product 988



Kaveman 16 - remote server management unit

- Up to 6 simultaneous, independent users
- Full BIOS level access and remote power cycling ability
- · No software installation or additional hardware required
- Uses 128-bit SSL encryption, other specialized security features (compatible with SSH and VPN environments)
- Non-intrusive as stand-alone external hardware device



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Multi-User KVM Switch

Virtual Booth 22 • Virtual Product 1242



UltraMatrix™ E-series

- Connect 1,000 computers to multiple user stations
- PC or multiplatform (PC/Unix, Sun, Apple, others)
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- Powerful, expandable, low cost
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- · Security features prevent unauthorized access



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KVM Command Center

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Control an entire network in just 1U rack space-includes keyboard, 15" LCD screen, touchpad and 16-port switching capability

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1U/2U LCD Monitor/KB/MS

Virtual Booth 1014 • Virtual Product 231



- 1U/2U rack mount LCD/Keyboard/Trackball
- 15" or 17" TFT Color LCD
- Trackball or Touchpad
- 6U/8U Panel Mount Available
- Optional KVM Switch Functions



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Rack Mounted KVM Drawer

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RackView™

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Rackmount TFT/LCD Drawer

Virtual Booth 4216 • Virtual Product 2302



Superb Quality • Unparalleled Versatility More choices than you ever dreamed of!

- 13", 15", 17", 19"
- Touch pad, track ball, real mouse
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Rack Mount Keyboards Virtual Booth 400 • Virtual Product 1443



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- Keyboards with touchpads, trackballs and standard mice.
- Many options available (PS/2, USB, locks, retainers, etc.). • Large storage space behind keyboard (1U models).
- 2U models with locking storage beneath keyboard.
- Supplied with smooth-action ball bearing slides. • USA manufacturer of a variety of rack mount products.

RECORT

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Virtual Booth 3999 • Virtual Product 1944

Universal DVI Converter



DVI, VGA, S-Video, Video image signal to DVI signal

- Input: 1 VGA, 1DVI, 1S-VIDEO, 1VIDEO
- Output : 1 DVI
- Compatible with DVI standard
- Power Supply: DC +12V, Power Consumption: 9W max
- OSD control for various Input Signal
- Supports SXGA, XGA, VGA



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Long-Life Battery Virtual Booth 4107 • Virtual Product 2077

Power Pad 80 starts at **\$249** USD



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Don't let your need for power keep you grounded - the PowerPad lets you take your work everywhere you need to go, without slowing you down. Leave power cords and electrical outlets behind & stay ahead of the competition. Lightweight and ultra thin, the PowerPad slides into your laptop's carrying case. Plug it in & you're 80% charged in 4 hours. Forget plugs for the rest of the day and night.



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Portable Battery Solution Virtual Booth 4171 • Virtual Product 2170



The N-Charge™ Power System II is a Saphion® based universal, portable battery designed to power a vast array of mobile electronic devices. With up to 5-10 hours of additional notebook run-time for over 2000 different notebook models and the flexibility to support your cell phone, digital camera, MP3 player and more, the N-Charge™ system is the only power solution you'll ever need!



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Rugged Wireless Handheld Virtual Booth 3792 • Virtual Product 1601



- Supports up to 3 integrated radios (WWAN, PAM, WLAN) simultaneously
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- Exceeds military standards for drop, shock and water IP-67 sealing for dust and
- water intrusion Single-handed use
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Product 🔼 Releases

DATA COMMUNICATIONS

■ Nortel announced a new WLAN 2300 Series designed to support delivery of high-quality voice, data, and multimedia applications for both small and large businesses. The company says the new series has better performance, lower costs, and stronger security.

GRAPHICS & VIDEO

■ Canon announced the availability of two new LCD projectors. The LV-7230 and LV-S4 are designed to meet the needs of buyers on a budget but still produce quality images. The LV-7230 weighs 6.4 pounds, features 2000 ANSI Lumens, delivers native XGA resolution image quality, has a 380:1 contrast ratio, and runs in silent mode at 34db. The LV-S4 weighs in at 5.1 pounds, has 1500 ANSI Lumens, delivers SVGA resolution images, runs at 33db in silent mode, and has a 300:1 contrast ratio. Both projectors have a +/- 20-degree vertical adjustment and a customizable logo display. The products can be connected to Canon camcorders and digital cameras, laptops, DVD players, VCRs, and other devices. The LV7230 has a suggested price of \$2,299, while the LV-S4 will cost \$1,399.

PRINTERS

■ Ricoh introduced the Ricoh Aficio AP410/AP410N Series,

two monochrome laser printers designed for your desktop. Both printers average 28ppm and a 7.5-second first-page-out time. The Aficio AP410 series also features front-access paper trays for easy paper handling and can hold up to 600 sheets without additional tray enhancements. Both printers include a Smart-Device-Monitor, which lets users encrypt data using Internet Printing Protocol. The AP410N also features a 10/100 BaseTX Ethernet connection. MSRPs are \$599 for the AP 410 and \$799 for the AP410N.

Ricoh also announced the availability of the Ricoh Aficio AP610N. This black-and-white laser printer features a desktopfriendly size and design and contains a standard 500-sheet paper tray and a 100-sheet bypass. The AP610N prints at up to 35ppm and is backed by a 372MHz processor and 128MB of memory. This laser printer comes standard with Parallel, USB 2.0, and 10/100 BaseTX Ethernet interfaces, with the option to add IEEE 1394, IEEE 802.11b, and Bluetooth wireless interfaces. For security issues, Ricoh included SmartDevice-Monitor, a program that uses Internet Printing Protocol to encrypt printing data, and a Locked Print option that suspends output until a PIN is entered on the AP610N's control pad. The suggested retail price for the Ricoh Aficio 610N is \$949.

PROCESSORS, CHIPSETS & MEMORY

■ Security operations require processing power to keep data traffic moving, so dedicated security processors (SPUs), such as **Sensory Networks'** new second-generation NodalCore-X, attempt to help. With its enhanced Core-PAKT pattern-matching engine and a Massive Memory Architecture, the new NodalCore-X gives a 20x boost to antivirus, spam filtering, anti-spyware, and other operations, the manufacturer claims.

SECURITY

- AirDefense announced a commercial-grade Bluetooth-monitoring solution called Bluewatch, available on PDAs. The application is designed to help organizations identify rogue and insecure Bluetooth devices in their wireless environment by illustrating connectivity between different devices and pinpointing services available on each device, including network access, fax, and audio gateway.
- NFR Security introduced Sentivist DSA (Dynamic Shielding Architecture), which provides real-time protection to company networks. Sentivist DSA uses the Nessus open-source scanner to check for changes and vulnerabilities within a network. The Sentivist Protection Center presents any scanned information by

.

providing threat descriptions as well as related graphs. Sentivist DSA also uses default signatures together with CVE data to protect networks from dynamic vulnerabilities, allowing some level of protection even before software patches are released. NFR Security will release Sentivist DSA in Q3 2005.

■ Symantec released Symantec Hosted Mail Security this week. This product reduces the costs associated with onsite security software, operating at the mail-host level, protecting both incoming and outgoing mail. Symantec Hosted Mail Security filters unwanted or malicious materials, including both spam and viruses, and can block attachments, filter message subjects and bodies, and encrypt files to prevent attacks. Symantec includes a Web-based management console for remotely controlling various attacks and configuring filtering poli-

SERVERS

based console.

cies. Administrators can also run

reports through the remote Web-

■ American Megatrends unveiled additions to its MegaRAC line of server management products to improve out-of-band remote management over all platforms. With support for standalone, rackmount, and blade servers, the MegaRAC M100 combines

graphical console redirection (KVM/IP) with IPMI 2.0 remote server management on a space-saving daughter card. The device uses a system motherboard's LAN interface to issue alerts and implement corrective measures even when the system's OS isn't functioning. AMI also introduced the IPMC firmware stack for ATCA and Server Blade extension to the IPMI and rounded out its new product announcement with the MegaRAC G3, which uses AMI's G35P firmware suite and offers the following features: virtual-BMC stack, IPMI 2.0 manager, KVM/IP stack, SSH/SSL, LDAP/Active Directory, and several others.

.

■ Dell claims its new PowerEdge 6800 and 6850 are the lowest priced four-way servers ever offered by Dell (\$3,999 and \$4,899, respectively). Both servers feature Intel's new 64-bit Xeon MP. There are two available configurations: A Xeon processor with an 8MB Level 3 cache, or a Xeon processor with a smaller Level 2 cache but faster clock speeds. In addition, the new servers provide support for current 32-bit applications and future support for 64-bit applications. Additional management tools (OpenManage 4.3) let administrators tend to a system remotely and apply OS, application, and hardware-specific updates.

Go to Page 14, Column 1

Multimedia Notebook

Virtual Booth 3927 • Virtual Product 1810



- Intel Processor with Centrino Mobile Technology
- Thin & Light with Semi-Rugged meets Military standard
- Magnesium Alloy casing and Spill Proof Keyboard
 Anti-Shock Mounted HDD to protect hard drive data
- Anti-Snock Mounted HDD to protect hard drive data
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- Brilliant 15.1 SXGA+ TFT display (res. 1400 x 1050)
- Wireless LAN Connectivity with Mini PCI 802.11 b/g



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Rugged Wireless Notebook

Virtual Booth 3792 • Virtual Product 1757



ITRONIX

GoBook III

- Fully-Rugged (MIL STD 810F)
- 1.8 GHz Intel® Centrino
- Pentium M
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- Integrated GPS and
- Wireless

 ATI Mobility Radeon™
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High-Performance Notebook

Virtual Booth 4180 • Virtual Product 2196

\$1,699



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- Operating System: Windows XP Home Edition
- Memory: 512MB PC-3200 DDR400
- Video Card: ATI Mobility Radeon 9700 Pro 128MB
- Hard Drive: 60GB/5400rpm
- Display: 15.4" WXGA 1280x800 TFT
- Optical Drive: 8X DVD-ROM/24X CD-RW



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PDA

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PalmOne V PDA

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- Easily transfer data from your handheld to your PC or Macintosh
- Rechargeable lithium-ion battery

PDAs starting from \$15

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Encryption Device Virtual Booth 4144 • Virtual Product 2120



DiskCrypt provides cross platform compatibility and significant performance improvement over traditional disk encryption software solutions. This hardware based 192Bit Military Standard encryption module encrypts every byte and sector of data written into the hard disk, including (MBR), Operating System, Temp and Swap files. The DiskCrypt is engineered just like an ordinary 2.5" form factor hard disk and can be mounted to the notebook hard disk compartment. GSA Schedule #35F0405P



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Tablet PC

Virtual Booth 4063 • Virtual Product 2018



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- optionIntegrated Fingerprint
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Starting Price

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Product 🔼 Releases-

Continued from Page 13

■ Supermicro introduced a new line of SATA-optimized 64-bit Xeon servers. All support ZCR with SATA RAID 5 and support up to 1.6TB of storage through four hot-swappable SATA drives. Eight-drive systems support up to 3.2TB through optional RAID 5. The RAID 5 option can also support up to 6TB for 3U configurations. Supermicro's SuperServer 6014P-TR model supports fullheight, full-length PCI-Express x8 or a PCI-X expansion card. The 6014P-T model does not have redundant power and supports up to two PCI-Express or PCI-X cards. IPMI 2.0 server management is optional through a third gigabit NIC.

SOFTWARE

■ AdventNet is targeting the latest version of its Web-based application monitoring software at administrators who prefer to analyze trends via graphs and reports. ManageEngine Applications Manager 6 GA monitors networks and detects a variety of potential problems, including

downtime patterns and server, service, or application response-time delays. The software creates reports or graphs based on this data and also provides instant alert services: The program can contact administrators via email, SMS, or Traps. ManageEngine Applications Manager 6 GA is available in a Free Edition, which supports up to 10 applications, and a Professional Edition.

■ Allume Systems announced a new software suite to protect against spyware, phishing, and spam. The icSpyware & Anti-Phishing suite also includes updates of spyware definitions at no additional cost for two years. This software suite provides Internet-cleaning software and protection from phishing attacks, identity theft, and spam. Additionally, the icSpyware & Anti-Phishing suite includes a Surf Anonymously tool, which shields computer information from the Internet by using an encrypted path. It is compatible with Win98/Me/2000/XP systems. Supported browsers include Internet Explorer 5.01 or later, America Online browser 7.0 or 8.0, Netscape, Mozilla, and MSN Explorer.

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- EMC introduced an update to the Documentum ECM (Enterprise Content Management) product family. The new ECM includes the federated search feature, which provides a single search point for queries both within and outside the enterprise network. The new version lets users access the EMC Documentum Client interface from within Microsoft Outlook. Users can also execute document content transformations with the new EMC Documentum Content Transformation Services tool.
- Macromedia announced an update to its Macromedia WPS (Web Publishing System), which is designed to let a distributed Web publishing team share information and update intranet and Internet content faster and more efficiently. The update includes Macromedia Contribute 3.1 and Macromedia Contribute Publishing Services 1.1, as well as RSS feed and deployment

management capabilities. Other features include improved LDAP /AD connectivity interface, Macromedia Breeze compatibility, more efficient document publishing, and staging-to-live deployment. Current WPS users can download the update at www.macromedia.com/go/wps_update.

■ Microsoft's MapPoint Business Unit released the Fleet Edition 2004 of its MapPoint software, which helps businesses with fleet vehicles track, locate, and manage their operations. Medium-sized and large businesses can use MapPoint Fleet Edition 2004 to develop more efficient deliveries and supply routes, as well as create reports and analyze existing fleet activity.

Microsoft also announced version 2.0 of its iSCSI software initiator for Windows-based servers will be available for download by the middle of the month. According to Microsoft, the new version will offer several enhancements over version 1.0, such as integration with Micro-

soft's MPIO (Multipath I/O), which lets a server use more than one read/write path to a storage device, and support for all error recovery levels. Previously, Microsoft's iSCSI software initiator supported error recovery level zero; version 2.0 supports levels one and two. Microsoft also claims an improved GUI will reduce the amount of required scripting. With the new "event tracking" feature, users can capture communication between devices to track down SAN problems. Version 2.0 will support x64 servers and IPv6.

■ nLayers is targeting the latest version of its discovery and resource optimization appliance at enterprise users who need to see three-dimensional models of their environments. The nLayers InSight 3.0 supports more than 400 servers per minute. The new version supports more system management packages, including HP OpenView and IBM Tivoli. The system also supports a federated CMDB, which means administrators can take

Go to Page 15, Column 1

Sensitive Data Needs To Be Protected

AppSec Updates Database Intrusion Detection & Auditing Solution

by Joseph Pasquini

As MOST MANAGERS will agree, databases are the most critical of business applications due to their reach across multiple aspects of the enterprise. Because databases, which contain sensitive financial or personal data, should always be considered vulnerable to application-level attacks, analysts advocate the use of auditing tools as a means to strengthen mandated regulatory compliance. Application Security, one of the first vendors in this market segment, has released a new version of its

AppRadar real-time security solution in an effort to help businesses address crucial intrusion detection and auditing concerns.

"AppRadar is part of a broader solution set that allows the customer to apply its existing process for identification and remediation of security issues," said Matt Ward, product manager for AppRadar.

By monitoring traffic to and from critical data at the application level, AppRadar applies an extensive set of security checks while delivering granular user and activity-based monitoring so organizations can tune alerting to their

specific business requirements. Consequently, AppRadar is able to immediately detect application-level security exploits, such as an attempt by an internal user to inappropriately obtain confidential data.

AppRadar integrates with App-Detective, Application Security's primary product offering, to further strengthen application

SNAPSHOT

Application Security AppRadar 2.0

Pricing starts at \$12,000 for one scanner and one console

Real-time database intrusion detection and security auditing solution

(866) 927-7732 www.appsecinc.com vulnerability management. Users of AppDetective can leverage AppRadar's monitoring features with AppDetective's detailed inventory of database instances, including vulnerability details.

interface that allows users to create their own custom granular policy rules to fine-tune App-Radar to their specific requirements. Unauthorized database activity can be audited by user

AppRadar[™]

As a result, AppRadar can easily log a low-level alert when a system is already protected against an attempted attack but issue a high-level alarm if the system is vulnerable.

The latest version of AppRadar features a network-based sensor for Oracle in addition to the existing host-based sensor for Microsoft SQL Server. AppRadar also includes built-in configuration policies for HIPAA and Sarbox. As a result customers are better able to apply industry best practices to their application security monitoring. Custom rule creation is aided by a wizard-based

and by system event. In addition activity can be halted or set to trigger an alarm.

AppRadar competes with products such as Embarcadero Technologies' DBArtisan, IPLocks' IPLocks-DSAS, or Next Generation Software's NGS-Squirrel lineup. However, according to Application Security, AppRadar does not require enterprises to turn on native database auditing which would otherwise typically result in significant performance degradation. "There are a lot of network products that do compliance, but they lack the security expertise we can offer," says Ward.







₽roduct 🔼 Releases

Continued from Page 14 advantage of tools that the enterprise already owns. Administrators can also export data to XML or other formats.

Insight also boasts several plug-ins, which means administrators can integrate it with existing applications. If you run into an application that the appliance doesn't yet support, you can use the InSight SDK (software development kit) for integration purposes. The appliances include new switch aggregation features that let the appliances handle tens of thousands of servers.

■ Mentat SkyX 6.0 is the latest satellite-link acceleration software from Packeteer. Designed to speed up IP-based communications over satellites and long-delay WANs, the software supports the military standard SCPS (Space Communications Protocol Standards Transport Protocol) over IPv6. Mentat SkyX 6.0 supports XR10, XH45, and XH155 SkyX Gateways, in addition to SS10, SS45, and SS155 SkyX Servers.

STORAGE

■ Adaptec introduced the Adaptec SCSI RAID 2130S and 2230S adapters, which are the first Ultra320 SCSI ROC-(RAID-on-Chip) based singleand dual-channel storage adapters for the PCI-X interconnect. Designed for the PCI-X slot, these adapters enable faster communications within a server compared to PCI. The Adaptec SCSI RAID 2130S and 2230S controllers feature Ultra320 SCSI with data transfer rates up to 320MBps. These controllers support one or two internal SCSI connectors for fault tolerance and one or two external connectors for additional expansion in the future. For additional faulttolerant data protection, users can purchase an optional battery backup.

■ ADIC introduced an upgrade for its Scalar 100 tape library. With the upgrade, which will initially be offered with libraries using the new LTO-3 generation tape drives, a Scalar 100 tape library can appear to software

programs as three separate libraries. According to ADIC, the upgrade also lets IT professionals support mixed backup architectures through built-in support for tape drives and media of different generations. Delivered with new library firmware, the upgrade uses automated compatibility checking routines to guarantee users with LTO-2 and LTO-3 drives in the same cabinet won't have any media or drive conflicts.

■ SimpleTech's new Zeus SATA solid-state drive comes in capacities up to 128GB and is a drop-in replacement for standard SATA drives. The new Zeus drive is capable of sustained transfer rates as high as 60MBps and, according to SimpleTech, is good for 2 million write cycles and 10 years worth of data retention. For military purposes or other industries where security is important, the drive features two secure erase options. The first option minimizes the amount of time needed to delete data while the second minimizes power usage. Additionally,

the Destructive Purge option erases all data before destroying the media. The destruction of the media is monitored and confirmed.

TELEPHONY &

■ Sony has announced the IPELA line of IP-based communications products. This line covers products ranging from IP monitoring and recording devices to IP-ready videoconferencing systems. IPELA products will be plug-and-play compatible. The PCS-G70 large room videoconferencing system and the PCS-TL50 desktop videoconferencing system are two of the first products labeled IPELA. Other products include the SNC-RZ25N and P-Series MPEG-4 enabled network video monitoring cameras and the DF40 and DF70 mini dome cameras. The new XIS Series of IP video monitoring cameras should arrive later this summer.

MISCELLANEOUS

■ In an effort to reduce IT costs for businesses, AT&T

announced it will be offering its services to monitor and administer important business applications, such as e-commerce, e-business, and enterprise application infrastructure. According to AT&T, it will leverage its global IP network, 26 Internet Data Centers, and its enterprise management system to provide the service, called AT&T BusinessDirect. The initiative also includes a joint venture with Totality, which will lend its business application management tools. AT&T's Business-Direct portal gives its customers control over their networked applications.

■ Need help with your data center? Dell is offering its new Data Center Environment Assessment service. Starting at \$5,000, the Data Center Environment Assessment service provides feedback about your current data center, including tips to plan for power and airflow concerns related to more powerful servers. Exact pricing is based on the customer's needs.

Superior Technology For Intel-Based Servers

IBM Incorporates Its Own Chipset Into Its xSeries Line

by Julie Sartain

THE X3, IBM's new Intel-based server product line, which incorporates IBM's mainframe and supercomputer technology, is specifically developed for the next-generation 64-bit Intel Xeon processor-based, xSeries servers. This new architecture provides up to 38% higher four-way performance, allowing businesses to run 32- and 64-bit applications simultaneously.

Featured in this new product line is the eServer xSeries 366, which supports DDR2-based active memory and active PCI-Express 2.0. The x366 offers IBM's high-end virtualization engine technology

(which enhances the virtualization capabilities), sophisticated server consolidation, and superior enterprise application software, such as IBM's DB2 Universal Database, Microsoft SQL Server, Oracle, and SAP.

The X3 technology is based on the Hurricane chipset, a third-generation enterprise x-architecture design that provides the x366 with an integrated processor and memory controller that radically reduces memory latency. This improves response times and overall system performance, which significantly enhances this design and places it in the forefront of the Intel server market.

IBM's biggest competition in this area is Dell, which offers its off-the-rack, low-tech commodity boxes. However, IBM has outperformed Dell in the Intel server market for the past three years. According to Jim Northington, vice president of high performance xSeries solutions for the IBM Systems and Technology Group, the x366

SNAPSHOT

IBM eServer X3 architecture

Starts at \$6,999

New architecture lets businesses simultaneously run 32- and 64-bit applications and more rapidly process massive amounts of data

> (914) 499-1900 www.ibm.com

brings a new level of performance and price performance to the four-way market. "This system is expected to outperform existing and new competitive system architectures, due to the innovative eServer X3 design. The x366 has set new TPC-C performance records for x86 class systems delivering nearly 40% more performance than its predecessor and the price of a typical customer's configuration will be 30% less expensive."



IBM was the first company to market next-generation SAS hard drive technology. The xSeries servers have double the I/O bandwidth and the fastest DDR2 memory. Every major subsystem has built-in redundancy, which minimizes down time. In addition, these servers all offer "integrated management features, predictive remote alerting, real-time diagnostics, and Light Path Diagnostics, which quickly guide support staff to the precise failed component for rapid replacement," says Northington.

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HP Storage Essentials Unifies Server & Storage Management

Open-Standards-Based Software Reduces Cost, Increases Business Agility & Improves Control

by Alan Petraske

HP STORAGE ESSENTIALS, an open-standards-based suite of storage products, bridges the "islands" of server and storage management prevalent in today's data centers and provides a common interface for a multivendor storage environment. The product is composed of a main console and eight modules, each designed to meet specific storage needs, including provisioning and chargeback management, reporting and report design modules, and viewers for Oracle, Exchange, and Sybase.

This unified server/storage management platform provides IT administrators with a new way to approach ROI improvement. For example, with unified monitoring, administrators can quickly shift resources and capacity and align storage tiers with user needs, thereby increasing the quality of storage service provided. By monitoring availability and utilization at host, switch, and array levels, unused or wasted storage capacity can be readily identified and reallocated, ensuring that the existing storage infrastructure is fully utilized. Performance monitoring, from application objects down to storage subsystems, enables quick detection of bottlenecks causing performance problems.

User-settable chargeback models and values, business unit groupings, and reports enable administrators to associate costs with the quality and quantity of storage used by different

business units and align storage resource needs with revenue objectives by charging back departments for storage allocated.

Graphical trending and forecasting and the Soft Quota management feature allow proactive monitoring of consumption levels and improve the ability to accurately forecast new capital investments in storage infrastructure.

As a business grows and goes through changes, additional differentiated HP

Storage Essentials plug-ins can be added incrementally to manage increasing storage capacity without increasing staffing levels

(

SNAPSHOT

HP Storage Essentials

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so that IT efficiency grows with the growing enterprise.

The open, standards-based architecture of

HP Storage Essentials ensures that the product is usable with any vendor's product that supports WBEM, WMI, or SMI-S compliant APIs. This protects multivendor and legacy storage investments and helps to prevent vendor lock-in. Note, however, that to use the full range of HP Storage Essentials capabilities on non-HP storage, additional HP software is required.

HP Storage Essentials competes with EMC's ControlCenter, IBM's Total Storage Productivity Center,

and Veritas' Command Central in the storage management market. Additional storage resource management products are available from Sun, SGI, and HDS; however, only HP Storage Essentials is currently providing unified storage and server management that has been tightly integrated with storage infrastructure.

HP Storage Essentials is appropriate for enterprise storage environments of 20TB and above.

Touch Screen LCD Monitor

Virtual Booth 3856 • Virtual Product 1669



This monitor has a viewable area of 17" diagonal and on screen menu controls. The resolution is true 1.280 x 1,024. With a dot pitch of 0.264x0.264mm this monitor has a brightness of 250 cd/m2. Pivotable rated image software is included as well as attachable audio module w/ 2 speakers.



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network. It runs on any Windows

The package also comes with an Ethernet connection and 10-foot cable, a built-in digital temperature sensor, a standard external digital temperature sensor with 25-foot

RJ-11 cable, CD installation and resource media, Web server guide, and 12 months of maintenance support and update services.

TemPageR is not the only temperature sensing unit on the

market. There are many com-

peting products, including IT

Watchdog's WXGOOS1 monitor,

Microtechnologies' Temperature

Guard VM500-3 computer room

guard, and Network Technologies'

Server Environment Monitoring

system.

Controlling Room Environments

Avtech's TemPageR Helps Companies Monitor Temperatures In Data Centers

ire, Inc. - TemPageR v2.1.5 EVALUATION - Expires Fri Jun 11 14:50:44 EDT 2004 - Mozilla {Build ID: 20... =

by Frederick Nevin

ONE OF THE WORST nightmares a company can face is damage to its data center. While many conditions can cause this, the room's environment is often at fault for being too hot or too cold for the

equipment. The results are costly repair bills and a virtual shutdown of the company's ability to do business. Fortunately, this doesn't have to happen. Companies can avoid equipment damage by installing a temperaturemonitoring device that issues

early warnings when the room is too hot or cold.

One of the newest products in this category is the TemPageR from Avtech Software. The TemPageR is a hardware-software system that monitors temperature conditions, be it in a data center, hospital operating room, laboratory, or other facility where maintaining a specific temperature is critical. The product can be used with or without a PC.

The product's flexibility makes it usable in many applications, says Michael Sigourney, senior product specialist. "It's basic insurance."

The TemPageR features digital sensors that provide actual temperature when an alert is issued. This way, the user knows they not only have a problem, but also where the problem is, says Sigourney.

The sensor monitors temperature every two seconds, and data is given in Fahrenheit or Celsius. Unlimited alerts can be delivered to individuals or groups, and certain individuals can be notified at different temperature thresholds. Alerts can be sent to mobile

phones, PDAs, and email. Alert messages can be customized and incorporate keywords for realtime temperatures, date, time, and other live information.

Besides temperature monitoring, it can export temperature data with one click to Excel. Data can also

be graphed for understanding of trends, as well as



System. P

reporting of current high and low temperature.

The TemPageR package includes an ID box for one to four digital temperature sensors as far as 900 feet away. Additional sensors can be connected to three standard phone jacks on the front of the box. A TemPageR software application is also available to monitor up to 25 ID boxes on the

SNAPSHOT

Avtech Software TemPageR

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Temperature-monitoring product that issues early warnings when changes

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Portable Thermal Printer Virtual Booth 1864 • Virtual Product 83

PageR Enterprise



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MARKET WATCH

Managed Services: Experts Say The Forecast Looks Good

EACH WEEK, MarketWatch gives you a quick look at what's happening in a particular product market so you can make better decisions for your company. We interview industry analysts, product manufacturers, and other experts and combine their comments with the latest statistics and market outlooks for a well-rounded perspective. This week's focus is on managed services.

by Chris A. MacKinnon

DEPENDING ON WHOM you talk to, the managed services market is either a passing fad or the way of the future. The vendor side seems quite positive. The client side, on the other hand, seems to have the upper hand in terms of buying power. At present though, it is undeniable that the managed services segment is one of the fastest growing in the IT industry. Managed services experts are saying the main buzzwords these days include application management, security, and business continuity. Experts also say current conditions are favorable, and the forecast is looking great.

Current Conditions

One Internet security company claims that it's a security marketplace. As far as SonicWALL is concerned, small to medium-sized businesses are in the right place at the right time. Sugata Sanyal, senior director for product marketing at SonicWALL, says outsourced services for the SMB market have been woefully underserved until now. "Security has become unbelievably complex because of the speed with which very nasty new threats appear. Yesterday's virulent Bagle variant is just one example of the dangers lurking on the Internet."

Sanyal says that SMBs are becoming more open to outsourcing their problems to third-party vendors. This way, he says, SMBs don't have to worry about updates or upgrades because they can budget for the service on an annual basis and can concentrate more on core business functions.

Robert Offley, president & CEO for Fusepoint Managed Services, says now is a great time to be in the managed services industry. "Clients want to get back to the business of growing their businesses, and they know they can trust advanced providers to keep their mission-critical applications always available and always secure." Offley believes the market's rapid expansion is making selective outsourcing a more viable option for a growing number of organizations.

Offley says legislation is also helping to drive the demand for data protection: "Clients are interested in application management, security, and business continuity services. There's a greater demand for rigorous protection of private data and the prevention of downtime, due in part to legislation such as Sarbanes-Oxley and the Homeland Security Act." He says that companies are acknowledging compromised data and downtime as being very real possibilities in the workplace.

Jeffrey Kaplan, managing director for THINKstrategies, says the willingness to outsource comes partly from frustration. "The market is being driven by the growing frustration among enterprises of all sizes but particularly SMBs, with the hassles of buying, deploying, and managing technology. Enterprises are increasingly willing to outsource portions of their IT/ network operations." Kaplan says traditional long-term outsourcing arrangements can be risky and disruptive, where managed services, on the other hand, allow enterprises to "out-task" specific IT functions incrementally, usually on an annual subscription basis.

Current Pricing Trends

Sanyal says SMBs are demanding scaled solutions and accurate prices from managed solution providers. While this demand exists, Sanyal says SMBs are still holding out for warmer weather in the pricing department. "SMB customers are aware of IT threats and are scared of losing productivity, but they are holding out for three elements in security: affordability, comprehensive and integrated security, and ease of management."

Offley agrees with ease of management and sees more worth in higher-value services. "There's margin to be made in the higher-value services such as patch management, intrusion prevention, and disaster recovery, whereas co-location and bandwidth have become commodities that are very price sensitive." He says customers who see the real value in managed services are willing to compensate solution providers for absorbing the risks and challenges of keeping the fort locked down for them.

With a slightly more cut-anddried view of current managed services pricing, Kaplan says, "Managed services are typically sold on a per-user, seat, or device basis. Contracts are typically for a minimum of one year."

The Forecast

As for the long-range market forecast, Sanyal says, "Security without hassle; managed services that can monitor and secure all the devices on customers' networks; resellers who can create customized network and security plans for individual customers." IDC predicts that the worldwide managed services market will grow to more than \$21 billion by 2007. This, he says, will be fueled principally by growth in the small and midtier company.

"There's a big future in software as a service, where customers only pay for what they require and consume. That way, customers can obtain services on-demand, scaling according to their business needs," says Offley. He says CIOs are favoring this utility-based model concept because it allows them to direct internal IT resources toward more strategic business activities within the company. Overall, Offley says, it's a win-win scenario.

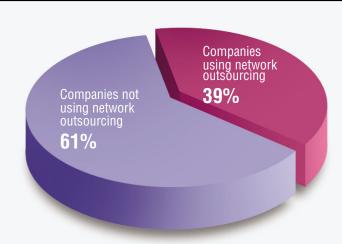
Although the forecast looks bright in general, Kaplan also warns about some increasing cloudiness. "The managed services business will continue to grow rapidly. However, it will also become increasingly confused and commoditized as a broader array of vendors, carriers, integrators, outsourcers, and resellers attempt to enter the market."

So is the managed services market a passing fad or the way of the future? It seems as if that really depends on who is doing the forecasting. It is obvious, however, that things are bright at this time. Only time will tell what IT's mother nature will bring to the managed services marketplace.

The Managed Services Market

Managed Services Market Sees Growth

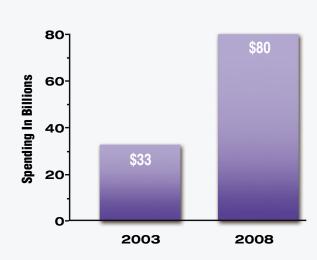
According to Gartner Group, the market for managed services is one of the fastest-growing telecom segments, at about 32% annually. THINKstrategies found that 39% of companies are already using some type of network outsourcing.



Source: THINKSTRATEGIES

Spending On Managed Services

InfoTech research shows spending on managed services by U.S. businesses will more than double from \$33 billion in 2003 to \$80 billion in 2008. InfoTech says network management and managed security services will be the largest and fastest-growing service areas, with managed IP telephony services showing strong growth for small businesses.



Source: Info-Tech Research Group

Global Managed Security Market Forecast

The Yankee Group forecasts market revenue for the global managed security services market to grow to \$3.7 billion in 2008. The research company says the market is being driven by security from the perimeter to inside the network, the complexity and cost involved with handling security, and new regulations including HIPAA, GLBA, Sarbox, and Basel II.



SOURCE: THE YANKEE GROUP, 2005

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Virtual Booth 3082 • Virtual Product 1799

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Virtual Booth 1329 • Virtual Product 2039



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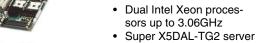
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Going, Going, Gone

A few weeks ago we spoke about the cost savings aspects of purchasing secondary market equipment in lieu of buying new equipment to fulfill your IT requirements. I was shocked when I received a ton of emails from readers asking me about the pros and cons of purchasing used equipment on eBay, Auction.com, Overstock.com, Yahoo!, and other auction sites.

My wife buys all kinds of things for the kids on those sites, but I never realized that serious IT managers ventured there to buy their IT hardware.

Sold On Auctions?

Have you ever taken a look at the terms and conditions you operate under on the auction sites? Well, we have, and we were shocked.

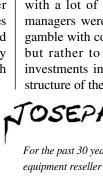
Overstock.com. Of the sites mentioned above, Overstock.com seems to be the only one with a return policy. However, its return policy will still cost you money. The user agreement states that the cost to return an IT item on Overstock is "15% if the item is from our Electronic and Computer category." That is if you paid by credit card. It is worse if you used PayPal because "Customers who paid for their item with PayPal will receive their refund as an Overstock.com in-store credit."

eBay. eBay is a real problem for me. eBay states that it is "not involved in the actual transaction between buyers and sellers. As a result, we have no control over the quality, safety, or legality of the items advertised; the truth or accuracy of the listings; the ability of sellers to sell items; or the ability of buyers to pay for items. We cannot ensure that a buyer or seller will actually complete a transaction."

In plain English, eBay says that it will not even guarantee that you will receive what you pay for, let alone the condition it will be in. True, eBay will allow you to post a nasty comment about a bad seller, but try to take that to the bank!

Yahoo! Yahoo!, like eBay, washes its hands of any transactions done on its site. Its agreement says that business

dealings with "advertisers found on or through the Service, including payment and delivery of related goods or services, and any other terms, conditions, warranties or representations associated with such dealings, are solely between you and such advertiser."



nies selling on the auction sites, but they are mixed in with a lot of bad guys. IT managers were not hired to gamble with corporate funds but rather to make sound investments in the IT infrastructure of their companies.

sites is beyond me. Sure,

there are some good compa-

25% of the list price to 60%, but I won the bid.

Several days later my cover arrived cracked in the same place that the cover I was replacing was cracked. (Design error, IBM?) After emailing the seller several times, we agreed that I would return the item for a credit of manufacturer's maintenance. That means as soon as you receive the equipment, you should put it under the manufacturer's or a third-party maintainer's maintenance. After that, if something goes wrong you will be covered.

Sometimes secondary market dealers sell equipment with a full warranty of 30, 60, or 90 days, which means you have a limited time to check out your gear and decide if you wish to keep it. (Be careful: Sometimes there is a restocking charge.)

The safest way is to buy secondary market equipment from a company that belongs to www.ascdi.com or www.natd.com. Companies that belong to these not-for-profit organizations offer different types of warranties, so shop around. ASCDI and NATD both offer a dispute resolution process which will allow you to file a complaint (at no charge) if one of their members does not treat you fairly.

For me, auctions are going, going, gone. I'd rather know what I am buying (and from whom) and know that I have somewhere to go if the deal goes sour.

Send your comments to

JOSEPH MARION

For the past 30 years, Joseph Marion has worked in the technology equipment reseller market. In the 1970s he competed with the major equipment manufacturers by selling, leasing, exporting, and maintaining used equipment. In the 1980s, he "crossed over," joining forces with IBM and becoming one of its most successful authorized business partners. Since 1990 Marion has headed up the Association of Service and Computer Dealers International, the world's largest association of companies that deal in technology products.

Auction.com. Like the others. Auction.com wants you to know that "this Auction Site does not endorse any of the goods that are sold through the Service." Furthermore it is "not responsible for any damages to goods during transit or during the inspection period, nor for misrepresentations and/or breaches of contract by either buyer and/or seller."

If I Only Knew Then What I Know Now

Why an IT manager would risk his company's money to buy from these

I wish I knew what I am telling you a few months ago. My company needed to buy a cover for an IBM laptop computer. I went on one of the above services, found the part I needed, and placed a bid at 25% of the list price. There were seven days until the auction ended. I have to admit that the process was fun. When I received notices that I was no longer the high bidder, my adrenaline kicked in and I upped my bid. By the end of the week I had gotten so wrapped up in the process that my price had gone from

part new from an IBM reseller for 100%. So the total amount I paid was 130% of list price—plus a good deal of time and aggravation.

half of what I paid. I then

went out and purchased the

A Better Way

There are a lot of great companies that sell secondary market IT equipment around the world. The good ones will sell you equipment with a warranty. Sometimes the warranty will say that the equipment is being sold guaranteed eligible for the

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America Auctions Off Innovation

The American technology sector is at a crossroads. All evidence indicates that the United States is systematically auctioning off its leading position as global technical innovator to the lowest bidder, but it's not too late to reverse the trend. It will mean diverting more government funds to technology R&D, as well as improving incentives for private sector investment. It will require aggressively recruiting U.S. doctoral scientific and engineering students and re-evaluating why it seemed like a good idea to outsource technical innovation.

Outsourcing Innovation

America is squandering its premier global R&D position. Since the start of the millennium, long-standing technical innovators such as IBM, HP, and Motorola have been freezing or reducing their R&D budgets. In fact, R&D spending in the United States saw the largest yearover-year decline in 2002 than it has since 1953, when the National Science Foundation started tracking R&D spending. Even within the existing technology sector's R&D budgets, more than 90% is spent on development of existing product lines rather than on real, innovative research. But it gets worse.

In an attempt to keep products competitively priced, many OEMs are now outsourcing much of this R&D of PCs, laptops, and servers to foreign EMS (electronic manufacturing service) companies. As the lower end of the service chain becomes commoditized, EMSes have moved further up the chain, offering a full complement of supply chain services, including design and development, which offer a larger profit margin than the typical 3% expected on many manufacturing services. In fact, EMS services have become so comprehensive that many OEMs never have to take possession of the actual product before it is shipped to the consumer.

OEM executives will insist that new product families are still being developed and designed stateside, but this too will change as EMSes expand their sphere of services. Having climbed this far up the supply chain, there is little doubt that EMS companies will continue their march upwards. Already, such companies as Microsoft, Intel, and Bell Labs are conducting advanced research abroad.

What About Uncle Sam?

The outsourcing of innovation has not gone unnoticed by economic and intelligence watchdogs. Both the CIA and the Council on Foreign Relations have released reports warning that the United States could lose its competitive edge in technologic innovation. One might hope that these warnings would be enough to spur the U.S. federal government into action. Instead, as most developed nations are increasing spending on scientific research in areas likely to generate the next wave of innovation (nanotechnologies and biotechnologies), the U.S. government has only increased its R&D funding for defense, homeland security, and space research. All other R&D funding has effectively been cut compared to previous years, depriving the U.S.

economy of the building blocks for future innovation.

America's lead in conducting research in promising, new technologies is waning. Japan and South Korea spend



JANET WHITE

Author of "Buying Right: Vendor and Software Selection," Janet White has managed key development projects for major automotive and high-tech enterprises across North America. White is currently a research analyst with Info-Tech Research Group, where she analyzes enterprise software.

^ BIO NOTES

3% of their GDP on R&D, slightly higher than the U.S.'s 2.7%. Asia as a whole spends as much as the United States and Europe combined just on nanotechnology research.

Technology centers are rapidly emerging in many Asian cities thanks, in part, to America's heavy outsourcing investments. With the development of EMS companies, new research institutes have been founded, attracting Asian-born scientists and engineers to return home after training in the United States. These hubs are now spawning their own innovation. Many Asian countries are also offering tax holidays and priority access to land, water, and electricity for technology startups that may have otherwise located in the United States.

Brain Drain

The United States, which has relied on importing scientific reseach talent, is now experiencing a decline in the number of Americans pursuing advanced degrees in science and engineering. This has made university programs more dependent on foreignborn talent; 38% of U.S. scientists and engineers with Ph.D.s were born elsewhere.

To compound the problem, the United States is experiencing a significant decline in international student applications to its graduate programs. Much of the blame can be applied to tighter student visa restrictions and more bureaucratic red tape since the "war on terror" began in 2001. Meanwhile, India and China have greatly improved educational opportunities to entice students to study at home.

What It Means For America

Shortsighted government budget cuts, rampant R&D outsourcing, and restrictive visa policies have resulted in the wholesale auctioning off of America's competitive edge in terms of scientific innovation. For the past three decades, the United States has been outsourcing its technical manufacture and design to cheaper Asian firms. Global commerce has allowed these Asian companies to flourish, and the United States has not kept pace. If these trends continue, the United States may not be the world leader in technological innovation by 2020.

This trend can be reversed, but it will require private and public reinvestment in scientific research, a renewed focus on promoting scientific education programs, and collaboration with current Asian technology centers.

Send your comments to infotech@processor.com

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OPINIONS

Colocation Space Planning

I hate moving. It takes a lot of work to get everything packed, and it takes even longer to get things unpacked where you can find them. Moving from one colocation space to another has all the negative attributes of moving in general, but it's an order of magnitude worse. Not only is it a lot of work, but it's an enormous opportunity to screw up and cause downtime, as well.

I mention this because we recently got the unhappy news that we have to move from our colocation space at AboveNet. Apparently the building is owned by a large Northwest software firm, and it wants all the space

to accommodate its own

growth. So we've begun the

tiresome process of selecting

a new colocation space and

planning the move. Despite

all the downsides to moving, it does give you the opportunity to redo your colocation space based on the additional knowledge you've gained since you designed your current colocation space.

Cabinets Or Racks?

One of the first things to decide is how you will rack your equipment. The basic choices are telco racks or cabinets, although there are numerous types within each category. I've seen well-designed rack installations, and I've also seen well-designed cabinet installations. My personal preference is cabinets for servers and telco racks for

rails makes them easier to install and maintain. If you use standard tower servers instead of rackmount servers, you'll probably be better off using telco racks to much higher-density server installations.

Most colocation space providers are now more limited by power and HVAC capacity than floor space. Ask your provider how many watts per square foot of capacity it has available. You can then look at your power requirements

DANNY CECIL

Danny Cecil has 19 years of experience in product development

He is currently the senior director of IT and Operations for

and information technology at various companies, including HP and

WildTangent. For the past few years, Cecil has managed data center

operations and information technology for several Seattle companies.

WildTangent, an online game publishing company in Redmond, Wash.

"cages" using chain-link fencing. When you plan the layout of your cabinets and racks, you need to make sure that you have adequate room for easy equipment installation and maintenance. That means at least four feet in front of the cabinets for servers to extend on their

Productivity Enhancements

I mentioned earlier that you should plan space for a desk where you can install a regular PC workstation. This may seem like a luxury, but if you've tried to do much work on a rackmount keyboard and display, you'll know how much more productive you can be with a regular keyboard, mouse, and display. Having a more effective and productive work environment may help avoid mistakes that could cause downtime, especially if your staff is working long hours late at night.

You also want to make sure to have all of the software, documentation, tools, cables, and spare parts your staff will need for installing, maintaining, and troubleshooting your equipment. Plan for a decent-sized storage cabinet so that you can store everything in an organized fashion that facilitates finding things when you need them. You don't want to be frantically searching for tools or documentation while one or more of your systems are down!

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network equipment. We

use a lot of 2U rackmount

servers in our installation.

and having them in cabi-

nets with full extension

with movable shelves for mounting your equipment.

How Much Space?

You need to decide during the vendor negotiation process how much space you'll need. During the dotcom boom, colocation space was such a hot commodity that vendors priced it like a gold claim. In the past few years, I've noticed vendors becoming much more generous about space allocation. The popularity of 1U/2U rackmount servers and even more space-efficient blade servers has led and determine how much space you should get for the power you are consuming.

Ask for as much space as you can get for no additional cost, but in any case make sure you have enough for all your cabinets and racks, as well as working space around them. It's also a good idea to include enough space for a small desk and storage cabinet. If you anticipate any growth, see if you can get first right of refusal on additional contiguous space.

Layout

Most colocation providers partition their space into rails and two feet in the back of the cabinet so you can work effectively on cabling.

I prefer to intersperse each group of three to four server cabinets with a telco rack for network gear. This avoids the need for excessively long network cables for some servers and very short cables for others. You should also include appropriate cable management trays around your racks and ladder frames for overhead cabling. Installing network patch panels at the top of each cabinet is a great way to simplify network cable management.

Virtual Tape Controller Virtual Booth 3914 • Virtual Product 1783

During the dot-com boom,

colocation space was such a

hot commodity that vendors

priced it like a gold claim.



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Picking A Reseller

Successful SMEs Must Consider Much More Than Just The Pricing Scheme

by Stephen J. Bigelow

NEW IT PROJECTS are often a fact of life for the small to medium-sized enterprise, though many SMEs lack the in-house expertise needed to fully implement and support every IT project. Whether to increase productivity, lower costs, implement needed services, or improve integration with vendors and other business partners, each new project demands some level of products and technical support from value-added resellers, but which VAR is best for the job? Finding vendors is easy, but selecting the "right" VAR for a given task is a huge challenge facing today's SMEs. It's a decision that will ultimately impact the overall success of your project, and a smart SME needs to consider much more than pricing.

Know Thyself

Janet Waxman, vice president of hardware channels and alliances at IDC, implores SMEs to consider their own needs and capabilities carefully before even starting the search for a VAR. Any IT project should start with an internal assessment of needs and objectives. That is, where are you now and where do you want to be once the project is complete? What level of relationship do you ultimately want with a reseller? The resulting assessment will ideally provide an SME with a roadmap that highlights current capabilities and outlines the desired capabilities once a project is complete.

Once an SME understands its objectives, it can work to identify the products, installation, support (training), and ongoing service required to implement the project successfully and match those needs to its internal capabilities. For example, a small SME may not have the staff required to perform the extensive wiring needed for a new installation, while a larger SME may already have an IT staff capable of handling routine maintenance once the initial training is complete. It takes time and consideration to complete such an assessment, but that's crucial knowledge that takes much of the guesswork out of VAR selection.

Not By Bread Alone

Virtually all major hardware and software manufacturers link authorized resellers directly from their Web sites. Joseph Marion, president of the Association of Service and Computer Dealers International, notes that manufacturers typically authorize a wide range of resellers that can service almost any geographic area. Starting with an authorized reseller is also a rudimentary indication of the VAR's business strength. After all, manufacturers don't want bad resellers representing their products. Waxman suggests that small SMEs should opt for local VARs wherever possible, allowing both the SME and the VAR to establish and cultivate a beneficial relationship. However, both Waxman and Marion agree that it's the

Although every
SME will use its
own criteria in
evaluating potential
resellers, it's clear
that pricing should
not be the only
(or most important)
factor to consider.

final IT solution (not the VAR's location) that should drive the selection process. That is, it's better to work with a capable national VAR than a convenient but less capable local VAR. (Disclaimer: ASCDI's Marion writes a monthly column for Processor.)

Next, look for more specific business information on each VAR's Web site, such as their core competencies and areas of specialty that complement your project requirements (for example, VoIP implementation or HIPAA compliance). With several appropriate candidates now in mind, it's time to make contact and open the discussions that will eventually lead to detailed quotes. Marion says that good VARs are often eager to supply customer testimonials or contacts that can tell you specifically how the VAR performed for them on similar past projects,



Businesses can turn to the ASCDI for help in finding a reseller and resolving problems with resellers.

so don't be afraid to ask for past customer references that you can follow up on.

Although every SME will use its own criteria in evaluating potential resellers, it's clear that pricing should not be the only (or most important) factor to consider. Waxman notes that SMEs must maintain a much broader view of the task at hand, continuously matching their own needs and objectives to the products and services offered by each VAR. For example, it's easy to compare prices and pick the cheapest VAR. That may be just fine for simple hardware/software purchases, but if the VAR isn't able to provide the training or long-term support essential to your project, any initial cost savings can quickly evaporate.

Problem Solving

Even the most careful consideration does not always guarantee a smooth relationship between an SME and a VAR. Inevitable personnel changes, management shifts, and today's business consolidations can eventually lead to problems. The trick is to recognize potential problems and take precautions that can help to prevent a crisis later on. One key issue is vendor dependence. Marion notes that it's often best for an SME to stick with one reseller (especially for routine or repeating sales) where the SME can leverage their ongoing purchase volumes to negotiate better pricing or additional services. With such regular hardware/software sales, it's a

simple matter to compare prices and keep your reseller honest.

The situation becomes much more complicated when considering a VAR's project performance. Marion says that a VAR is only as good as its last successful project, so a wise SME will take the time to evaluate its VAR relationships on a deal-by-deal (or project-by-project) basis. Poor performance, including delayed implementation, inadequate or incomplete training, weak or unresponsive support, and other such factors, may warrant an alternate VAR for future projects. Marion also points to disproportionately large upfront payments to the VAR or being delisted as a manufacturer's authorized reseller as other potential warning signs that a VAR may be in trouble.

Still, when a VAR fails to meet its obligations to you and you cannot achieve satisfaction from the VAR directly, Marion says that sponsoring manufacturers may be able to help. Manufacturers typically want authorized resellers to behave in a way that reflects best on their brand, so check with the manufacturer for any VAR relations or ombudsman services that can help to mediate serious disputes. Dissatisfied SMEs can also turn to the ASCDI for assistance with complaints against resellers.

Tips For Selecting A Reseller

- Establish a clear understanding of needs and objectives before selecting a reseller
- Choose authorized resellers of critical hardware and/or software
- Local resellers are not always best; opt for capability over location
- Check for reseller certifications and areas of expertise that complement project needs
- Follow up on customer references of similar successful projects
- See that a reseller can meet your product, implementation, training, and ongoing service needs
- Let the solution, not the pricing, drive the final reseller selection

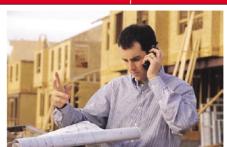
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.... expandable to 16 and 16

Automated Attendants

9 Attendant Levels Dial-by-Name Directory Auto Forward to Fax Play Announcements Transfer to Remote Ext's

Remote Extensions (Cell Phones)

1 Phone Number
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Call Forwarding
Call Transfer
Cell Phone Hand-off
Call Screen
Call Back/Call Bridge
3-digit Ext Dialing

Voice Mail

70ice Mail
26 Voice Mail Boxes
Full Message Control
Cell phone/pager notify
Message Remote Access
Global Message Mgt

TalkSwitch Feature List

Extensions Available

8 Local (Desk-phone) extensions 8 Remote Location (or cell) extensions expandable to 32 and 32

Call Cascade 'Find Me'

Auto-forward the caller to:
Another local extension
Your cell phone
Voicemail

Ring Group (multiple ext's) Play an announcement

Other Major Features

Other Major Features

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Call Back/Call Bridge
Call Forward
Call Hold
Call Park
Call Pickup
Call Transfer
Distinctive Ring
Intercom
Mode Scheduling
Music-on-Hold Supported
Public Announcement
Ring Groups

Uniform Call Distribution

SNMP Replacements

Is The Venerable Network Management **Protocol On Its Last Legs?**

by Sixto Ortiz Jr.

SINCE 1988, the Simple Network Management Protocol has been the standard of choice for implementing the management of complex networks. In today's fast-paced IT world where today's hot technology is tomorrow's outdated relic, SNMP's longevity is truly amazing.

But, the advent of Web services and the explosion of new networkcapable devices may finally be pushing SNMP beyond its capabilities. Now the IRTF (Internet Research Task Force) is working on an open-standards-based replacement for SNMP, and some private companies are also working on proprietary approaches.

A Quick Tour Of SNMP

Cisco's "Internet Technologies Handbook" defines SNMP as a protocol that establishes rules for communications between network devices and enables network administrators to optimize network performance and troubleshoot problems when they occur. SNMP exists at the application layer of the OSI model along with other protocols, such as FTP, HTTP, SMTP, etc.

SNMP's taxonomy as defined in the "Internet Technologies Handbook" starts with managed devices, which are simply hardware devices connected to a network. Therefore items such as routers, servers, computers, and just about anything else that is connected to a network can be managed using SNMP. (By "managed" we mean activities such as network-device monitoring and troubleshooting abnormal situations.)

In the SNMP model, managed objects in network devices are sets of characteristics that define object parameters of interest to network administrators. These objects are grouped within MIBs (Management Information Bases). Think of MIBs as simple databases containing management information about a device. Hardware devices called NMSes (network management stations) run applications that perform required management tasks, including monitoring and control.

As with most protocols, SNMP has defined rules for data formats and communications via read. write, and reporting operations. Right now, the latest version of SNMP is SNMPv3, which addresses security issues, but SNMPv3 is still not as widely adopted as its predecessors, SNMPv1 and SNMPv2.

So What's Wrong With SNMP?

International University Bremen Professor of Computer Science Jürgen Schönwälder, who chairs the IRTF's NMRG (Network Management Research Group), says SNMP is showing its age. In an informational memo (RFC

3535, "Overview of the 2002 IAB Network Management Workshop," May 2003) summarizing the findings of a June 2002 IAB (Internet Architecture Board) workshop on network management, Schönwälder points to various drawbacks with SNMP.

For example, because SNMP is designed as an API between management applications and devices, it cannot function without management applications, writes Schönwälder. Also, SNMP does not scale well when working with large amounts of data, and the protocol lacks standardized writeable MIB objects usable for configuration. Also, adds Schönwälder, it is not easy to perform device configuration tasks using SNMP.

Also discussed at the IAB workshop is the fact that SNMP MIB modules (both read and read-write) are not deployed by equipment manufacturers in a timely manner. Many workshop attendees felt it is too difficult to implement MIB modules in networking equipment. The end result is SNMP is not used for device configuration tasks.

Still, Schönwälder says SNMP does work well for periodic monitoring and, in some cases, for event reporting. Schönwälder thinks SNMP will stay around for quite some time, at least for performing the types of tasks it already does well.

New Approaches To SNMP

Schönwälder says the NMRG is now working to get a sense of how SNMP is used today and how

Web Services can be used for network device management in place of SNMP and command-line interfaces. Schönwälder says this is more revolutionary work that is still on a research track and replaces previous efforts by the NMRG to implement evolutionary approaches to improving SNMP.

modules. Straub and Klie point out that XML's document-centric approach is well-suited for the exchange of large chunks of configuration data in document form.

An example of a proprietary XML-based approach is Juniper Networks' JUNOScript, a scripting language that enables client-

SNMP does not scale well when working with large amounts of data, and the protocol lacks standardized writeable MIB objects usable for configuration.

In general, researchers are trying to replace proprietary commandline interfaces with programmatic document-oriented interfaces because the cost of working with and customizing proprietary command-line interfaces is high, says Schönwälder. This goal, he adds, is driving ongoing efforts by vendors and the IETF to use XML as the basis for a new network management approach.

In an October 2003 paper ("Towards XML Oriented Internet Management") Professors Frank Straub and Torsten Klie at the Technical University in Braunschweig, Germany, also emphasize SNMP's shortcomings for device configuration tasks and the expense and time involved in developing SNMP agents and based applications to exchange XML-document messages with Juniper Network routers running the company's JUNOS OS. Straub and Klie point to research and development efforts at Avaya Labs on an XML-based interface that works with SNMP agents by mapping SMI MIB modules to XML schema definitions.

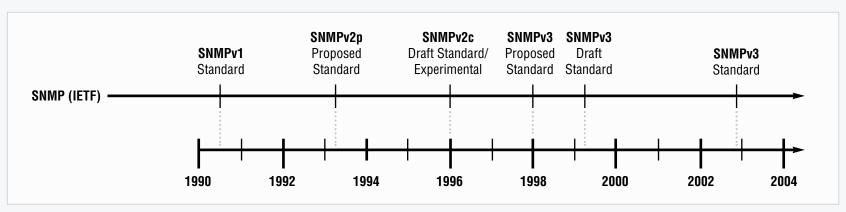
Straub and Klie are themselves developing a gateway for translating between SNMP operations and XML documents.

Other companies that have developed proprietary approaches to asset monitoring, management, and configuration include LAN-Desk Software's LANDesk Management Suite, UXComm's AutonomIQ, NetQoS Super Agent, and

Go to Page 30, Column 1

Timeline Of Network Management Technologies

This timeline shows the evolution of SNMP. The IETF (Internet Engineering Task Force) has also been involved in the development of various network management approaches, including CIM (Common Information Model), COPS (Common Open Policy Service Protocol), and others.



SOURCE: INTERNET MANAGEMENT TECHNOLOGIES PRESENTATION, BY JÜRGEN SCHÖNWÄLDER, PROFESSOR OF COMPUTER SCIENCE, INTERNATIONAL UNIVERSITY BREMEN

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Good News For Visual Learners

This Illustrated Guide To Server 2003 **Breaks Down Complex Tasks**

by Sandra Kay Miller

WILEY PUBLISHING has added Windows Server 2003 to its vividly illustrated "Master Visually" instruction series. Unlike most technical how-to books, "Windows Server 2003" is packed with screen shots showing step-by-step instructions for 160 setup and configuration tasks for a Server 2003 system. Don't let the picture-book feel fool you: This book was written for intermediate to advanced system administrators.

Author James Pyles' hands-on experience is evident throughout the book. Concise instructions and images walk the reader through common tasks such as configuring

Key Concepts

Step-by-step instructions with detailed screen shots include:

- Setting up a secure server
- Conversion to dynamic disk from basic disk
- · Management of devices and associated drivers
- · Site links and bridges configuration
- · Setting up schema classes and attributes
- Creating Internet connections
- · Building applications with SharePoint

a secure server, creating applications, setting up site links and bridges, managing devices and drivers, and building Internet connections. Corresponding numbered arrows accompany each step.

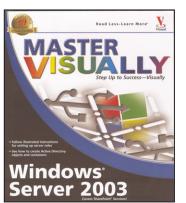
Structure

More than 450 pages are divided into eight parts. Within the parts are individual chapters drilling down into detailed actions

such as creating, setting up, enabling, restricting, configuring, and changing.

Each chapter begins with an "Understanding..." section, which gives a highlevel view of the processes covered in the instructional sets that follow. For example, "Managing Storage and Hardware" (Part III) consists of four chapters. In the first chapter of Part III, "Understanding Data Storage and Disk Systems," readers are introduced to the concepts of fault tolerance, file management systems, data compression, encryption, security, and RAID.

Tasks, such as Converting A Basic Disk To A Dynamic Disk On The Command Line and Creating A Spanned Volume, are broken down into two facing pages of numbered



Master Visually Windows Server 2003

Author: James Pyles Publisher: Wiley Publishing **Price:** \$24.99

Format: Soft cover, 452 pages

instructions with detailed screen shots. This means the reader can easily work through the task without flipping pages. Additionally, a shaded

blue call-out box with questions and tips relevant to instructions accompanies each task. If you read nothing but these blue sections, this book is still worth the price. Ordinary questions commonly associated with a Windows Server 2003 deployment are easily answered without having to wade through columns of black-and-white print.

Pyles understands that many sys admins routinely revert to command-line utilities for maintenance and management of their Windows systems. "Master Visually Windows Server 2003" also includes command-linebased tasks and utilities, such as using ntdsutil to transfer Flexible Single-Master Operations roles and dsquery.exe to locate particular objects in the directory using Active Directory.

SharePoint Basics

Included in the book is a chapter covering SharePoint Services, Microsoft's free integrated collection of collaboration and communication services designed to work inside and outside the network firewall. Pyles walks readers through the prerequisites of installing

IISv6 and ASP.net, as well as the installation of the SQL Server Desktop Engine (needed in order to hook into SQL databases without the costs of additional SQL server and client licenses). Only the very basics of SharePoint Services are covered, but it's enough to get readers moving in the right direction.

It may be true that a picture is worth a thousand words. However, the book is somewhat graphically "wordy" with screen shots

Our Take

Although the instructions in the book provide easy-to-understand directions, the Master IT call-outs in the blue shaded boxes offer the most value. These sections offer tips and answer commonly asked questions related to each chapter. Based on real-world scenarios, the Master IT sections read more like a discussion board among system administrators than instructional literature.

in all the tables of contents. Throughout the rest of the book, Pyles' use of single screen shots to convey multiple steps is well done, by often including several steps in a single image.

Many of the "Master Visually" books come with CD-ROMs; this one does not.

The illustrations, combined with succinct instructions, break down moderately complicated tasks into easy-to-follow steps. This book deserves a spot on the reference desk of anyone working with Server 2003.

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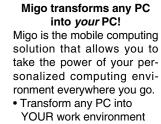
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Spam Over Internet Telephony

Put Security In Place To Counter The Potential Threat

by Will Kelly

As VoIP MATURES as a voice communications platform and finds a home in the corporate enterprise, another deluge of unwanted spam is potentially gathering momentum to disrupt communications. SPIT (spam over Internet telephony) is seen by some in data communications as a new spam threat encroaching VoIP telephone systems.

"While there is yet to be a documented case of SPIT, the potential exists for future abuse," says Roger Farnsworth, market manager for secure IP consulting at Cisco Systems. In fact, the potential of SPIT harkens back to the early days of commercially popular email, when not many of us could imagine our inboxes brimming with spam.

Unfortunately, SPIT may even fall between the cracks in the Federal Trade Commission's nationwide Do Not Call List that

· Security and administrative access

· Operating system-level security measures

· Security and host logging

service providers:

Security Due Diligence &

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Due diligence about security should weigh heavily when looking to outsource

· Security measures guarding their VoIP backbone and other transport infra-

your VoIP communications. Consider the following when researching VoIP

keeps unsolicited phone calls off our landline telephones. Right now, VoIP telephony is still at the crossroads of data and pure voice communications.

How SPIT Can Ravage The Corporate Enterprise

Even the hardiest email lover/ telephone hater has had to pick up a phone when facing lost emails, false positives in email spam filters, and overzealous blacklists that hobble formerly honest and reliable email communications.

Technologically, two VoIP protocols, SIP and H.323, include security flaws and carry advisories from CERT because the protocols allow for the execution of arbitrary code.

Outside of hobbling the usefulness of VoIP telephone communications, SPIT can also unnecessarily tax the VoIP infrastructure. Just imagine what would happen if 20KB of spam emails excised to your Junk email folder became 5MB of voicemails on the VoIP telephones across your user community.

While it's standard course to delete tens to hundreds of spam messages from an email inbox, SPIT could potentially clog a user's voicemail with hundreds of messages touting the same illicit schemes and offers as their spamemail cousins. In many communication-driven jobs (sales and professional services, for example), hampered phone communications means lost productivity and lost revenue.

Implementing SPIT Countermeasures

Securing your VoIP network follows the same best practices as securing your data network. Farnsworth draws an important parallel for VoIP and data network communications: "Voice is really no different than any other IP-based systems."

If your SME is hosting its own VoIP system, many of the best practices that secure the data network apply to VoIP. Controlling your own VoIP gateway means that you can install mechanisms and rules, such as challengeresponse systems, at the gateway level to counter SPIT before it reaches your internal communications network. You should place no less importance on intrusion detection and prevention with your VoIP system as you do with securing your data communications.

While major VoIP carriers such as MCI and AT&T consider SPIT an impending threat, appropriate due diligence about their VoIP security measures is necessary when identifying potential vendors to handle your VoIP communications.

Other Solutions To Counter SPIT

With SPIT still just a potential threat on the radar, it's prudent to stay informed about the latest security offerings while keeping in mind the fear factor that can creep into the marketing messages. Developments in VoIP security are maturing along with the rest of the VoIP market. You can keep your small to mediumsized enterprise ahead of the pack by examining how your current IT security infrastructure and practices can extend to

Cisco Resources About VolP Security

Cisco is known to be a leader in the VoIP field. Visit www.cisco .com/go/ipcsecurity to find information about VoIP planning, security, and best practices.

Resources on this site include:

- · A Business Benefits section with links to content directed toward executive decision makers about VoIP security
- · A White Papers section with links to Cisco white papers about VoIP security
- · A Design Guides section offering best practices and a VoIP security policy and planning guide
- A Presentations section with a link to a presentation about Cisco IP solutions security
- · A System Test Reports section with a study regarding the testing of Cisco VoIP security

securing your VoIP communications against SPIT.

One of the first notable developments in countering the potential of SPIT includes Borderware's SIPassure, a hardware appliance for countering SIP-based attacks. As a hardware solution, SIPassure acts as a firewall for controlling VoIP traffic entering a corporate network. Another development is from Qovia, a provider of VoIP management tools that is currently pursuing a patent for a method to identify and block VoIP messages and identify security issues such as SPIT. Other developments are certain to dot the headlines as VoIP gains momentum in the commercial and residential markets.

Keep The Lines Of Communications Open

A counter-SPIT solution takes the same analysis and planning that went into protecting your data network. The good news is that SPIT is only on the horizon and should not be a threat to SMEs already possessing a mature data network. However, SPIT is a security issue that requires attention in your organization's IT security plan.

SNMP Replacements

· Intrusion detection and prevention for call management

Continued from Page 27 Packeteer's suite of application traffic management products.

Of course, all of the major hardware vendors include management functionality into their devices. Cisco Systems, for example, provides a whole suite of network management products, including the CiscoView Web-based device management application, which provides status, monitoring, and configuration information for Cisco networking hardware, such as routers and switches.

But, here is a caveat: It's important to pay close attention to what proprietary applications can and can't do. For example, Packeteer's applications are designed to help network administrators optimize application traffic in their network infrastructures and don't

necessarily give administrators any information about the status of hardware network devices.

Is SNMP'S Swan Song **Drawing Near?**

SNMP enjoyed a great run, but new approaches may soon be ready to take their turn in the spotlight. This is testimony to the ongoing explosion of network connectivity and the need to exchange more complex information between monitoring agents and devices. Because just about every hardware device manufactured today comes with some level of "network savvy," network administrators will require increasingly sophisticated network management toolkits to help them manage the every increasing complexity of today's networks.

Open vs. Proprietary vs. Research: A Bird's Eye View Of Network **Management Technology**

Network management standards run the gamut from open-standard approaches, such as SNMP and CIM, to proprietary approaches such as Juniper Networks' JUNOScript. Developers are now working on various new approaches that are still under research, including active and programmable networks.

Open Standards	Proprietary	Research
GDMP/CMIP	TL1	Active Networks
XML/HTTP	CLI	Programmable Networks
CIM/WBEM	JUNOScript	Mobile Agents
DEN/CIM/LDAP	Unicenter	
SPPI/COPS	Tivoli	
TMN/IDL/IIOP		
SMI/SNMP		

SOURCE: INTERNET MANAGEMENT TECHNOLOGIES PRESENTATION, BY JÜRGEN SCHÖNWÄLDER PROFESSOR OF COMPUTER SCIENCE, INTERNATIONAL UNIVERSITY BREMEN

What's Happening

Hiding In Plain Sight

A Renewed Push For Encryption Makes Data Unreadable, Even When It's Stolen

by Stephen J. Bigelow

THERE IS LITTLE DOUBT that information has become a valuable commodity in today's business world. Whether it's two doctors sharing a patient's MRI results to compare diagnosis, banks transferring millions in currency, merchants handling countless credit card transactions, or even a local business compiling customer demographics, data is clearly the coin of the realm. However, private data is routinely exchanged over public networks and is easily transported on laptops and other portable storage devices. When that valuable data is stolen or intercepted,



sensitive (sometimes even critical) information can wind up in the wrong hands.

Envelopes For Postcards

For the uninitiated, encryption basically uses mathematical processes to encode your data. The data's location is not so important. It may reside on your hard drive, server, or storage network or be in transit across a LAN or WAN. By selecting a unique code, the encryption process produces a unique result, and only another computer with a compatible mathematical process (encryption software) and an identical code (or "key") can untangle the encrypted data. Jon Callas, CTO/CSO and cofounder of PGP Corp., offers another analogy: "The old saw is that an email is like a postcard, not a letter. Encryption is the envelope in such a system."

"There are more and more cases of data being lost or stolen that could have been prevented by encrypting the data," says Callas. "Moreover, laws and expectations are making it so that unencrypted data can cause liabilities to the people whose data is lost. They also require the responsible company to make the losses public." Because and S/MIME for a while now. Entrust recently announced that they are starting to develop an OpenPGP system."

1,000 Years

There is a lot of rumor and misinformation surrounding encryption, often fostered by modern Hollywood portrayals of archvillains and government conspiracies. So any discussion of encryption has to involve a mention of security. "Despite what you might think from reading Dan Brown, modern encryption is unbreakable by an eavesdropper—even governmental ones. The new AES was even constructed to have contingencies for science-fictional technology like quantum computers," explains Callas.

Although it is theoretically possible to break an encryption key, the processing power and time required to accomplish such an endeavor would be impractical. "Imagine that you have a computer that is the size of a grain of sand and that that computer can try a key in the amount of time light takes to cross it. Now cover the earth with these sand-sized computers to the height of 1 meter. If you try to break a 128-bit key with this computer, it will take you, on average, 1,000 years," says Callas. Given this scenario, 128-bit keys are completely safe. "If somehow we get quantum computers, then a 256-bit key will have the same strength as the 128-bit keys. We think that quantum computers will halve the effective bit size."

And what about eavesdropping and back doors into modern encryption? Callas says that there are no back doors. And while government eavesdropping is a common practice, encrypted data is simply impractical to break. "It is presumed that the U.S. government and other governments eavesdrop on all manner of traffic. The French and Japanese admit they do, and while the United States denies it, there is a lot of evidence that they do. However, they can't crack the crypto." Contrary to common belief, encryption is receiving a new wave of attention and acceptance by industries of

"The biggest roadblock to encryption adoption is simply the decision to implement it."

- Jon Callas, PGP Corp.

encrypted data is unreadable until it's been properly unencrypted, it's safe even if the data is stolen. Thus encryption is emerging as an excellent secondary line of defense against such threats as theft, hacking, and eavesdropping.

When it comes down to message encryption standards, Callas notes that S/MIME and OpenPGP are the two principal products available, and they interoperate with such popular email protocols as POP3, IMAP, SMTP, and MAPI. "The major issue is that you have to do both S/MIME and Open-PGP." He explains, "S/MIME has the advantage that the software ships for free with most computers and mail systems. However, while the software is free, you have to pay for the certificates or create a PKI. OpenPGP is more scalable but doesn't ship on base systems; it's an add-on." As a consequence, vendors must support both S/MIME and OpenPGP for message encryption. "PGP Corp. has done both OpenPGP all sizes. "Ironically, what is happening now is that government regulations are starting to encourage or require encryption. A worldwide collection of compliance laws, such as HIPAA, Basel II, Sarbanes-Oxley, California SB1386, and others, are requiring companies to take care of data, and that means encryption. With other privacy issues coming to light like the Choicepoint disaster, there will probably be more of a legal push for people to encrypt data."

Making The Leap

The biggest roadblock to encryption adoption, says Callas, is simply the decision to implement it. "The stuff that is out there now, like my PGP Universal system, is making it so that interoperable encryption is affordable and takes no effort. All that is left is people deciding it is important, which is also starting to happen."

New encryption standards aren't really a gating issue. Callas says, "What you're

going to see is more unification of existing standards. The problem hasn't been the standards; the problem has been getting people to use them. It is as if we built a whole highway system and didn't pay enough attention to making cars affordable and easy to drive. We have no need to tear up those roads—that's not the problem—

and new standards [to compete with existing standards] will just slow progress down." Still, he notes that specialized efforts are on the horizon. "Now, there will be new algorithms, particularly in the field of hash functions and how they relate to digital signatures. That is a very exciting area of development."

What's Next

Storage: Small & Flexible

ANY IT MANAGER WILL POINT OUT the critical importance of data storage. Company information has to be stored reliably and made available quickly. As the demands for storage capacity continue to escalate, more storage must be packed into less space, while still remaining affordable. Such companies as HP are moving to meet all of these objectives, shrinking drive sizes and introducing improved networked storage capabilities into their server products.

Common 3.5-inch drives will soon be replaced with a new generation of 2.5-inch drives starting next month. The smaller form factor will allow many more drives to be housed in the same server space. New drives will also be available with either SATA or SAS interfaces. Because SAS controllers can operate both SAS and SATA drives, IT staff can mix drives on the same storage system, allowing SATA drives for noncritical storage and more expensive SAS drives for mission-critical storage tasks. New network cards will also support TCP/IP networks while simultaneously carrying data storage traffic for iSCSI-based SANs. These will allow multiple servers to easily share the same storage system without having to rely on separate and expensive SAN technologies such as Fibre Channel.

Software Is Key To The Grid

GRID COMPUTING IS QUICKLY emerging as a practical and appealing alternative for companies that demand top performance to handle tough computing workloads. In the traditional computing paradigm, one computer (such as a workstation or server) runs an application and processes a result, which can then be stored or shared across a network. However, by sharing the processing workload, a grid can bring more processing power to bear on a particular task, accomplishing difficult tasks in far less time than traditional means.

Still, grids are not yet ubiquitous. Software is a crucial element, and applications must be "grid aware" in order to exchange data and focus the efforts of multiple computers. Existing applications must be rewritten, and new applications must be designed to optimize their performance on grids. Companies such as IBM are pushing forward in the software area, aggressively recruiting software development firms to develop gridaware products. IBM expects to work with up to 50 independent software vendors in 2005 (up from about 30 in 2004); the number will almost certainly grow over the next several years as other software developers leverage emerging grid standards (such as WS Resource Framework, WS Notification, and WS Addressing) to develop a new generation of grid software products.

I Yonah To Save Power

POWER CONSUMPTION AND corresponding heat dissipation are important issues for today's processors. This is particularly true in servers where two, four, eight, or more processors must operate together within a relatively tight enclosure. With chipmakers looking to introduce dual-core processor designs, power and heating issues become even more vital because each processor package will offer two complete processor cores. Even though initial dual-core processor products will run at lower speeds than current single-core counterparts, inevitable speed improvements and integration into mobile systems (such as laptops) will likely drive the demand for power management.

Intel is taking steps to manage dual-core power consumption by introducing Dynamic Power Coordination in its upcoming Yonah mobile processor slated for release in late 2005 or early 2006. Simply put, DPC evaluates the processing workload and then slows down one of the cores to conserve power. When workload demands increase, the idling core steps back up to assume its full share of the work. For Intel, the ultimate goal is to run a mobile dual-core system for up to eight hours on a single battery charge.

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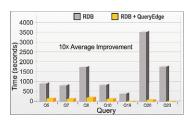
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99 W. Tasman Drive, Suite 100 San Jose, CA 95134 Phone: (866) 375-7926 Fax: (408) 324-5101 WEB: www.swanlabs.com EMAIL: sales@swanlabs.com

Internet Traffic Management

Virtual Booth 3963 • Virtual Product 1880

Internet traffic management technologies provide full availability, optimal performance, and eliminate downtime. These solutions are critical pieces of any business-driving web-based application. Internet traffic management solutions include:

- Health monitoring
- Load balancing
- Bandwidth management
- Traffic redirection
- Denial of service protection

By using intelligent traffic management technologies, you can control bandwidth service levels across all Internet links, provide optimum server resource sharing and redundancy, accelerate responsiveness, and maximize your return on investment.



13454 Sunrise Valley Drive, Suite 130 Phone: (703) 793-1440 WEB: www.truenorthsolutions.net

Herndon, VA 20171 Fax: (703) 793-1461 EMAIL: sales@truenorthsolutions.net

Availability / Load Balancing

Virtual Booth 4168 • Virtual Product 2155

StoneBeat®



The StoneBeat product line is the market leading softwarebased high availability and load balancing solution for network security. StoneBeat's award-winning technology maximizes the effectiveness & availability of critical network components, such as 3rd party firewalls, antivirus protection, email/Web content scanning, malicious mobile code protection servers & intrusion detection network sensors.



115 Perimeter Center Pl. NE Atlanta, GA 30346 Phone: (770) 668-1125 Fax: (770) 668-1131 WEB: www.stonesoft.com EMAIL: info@stonesoft.com

Network Anomaly Detection

Virtual Booth 3945 • Virtual Product 1839

Radar



QRadar Network Anomaly Detection

Security is focused on your network's perimeter. So who's monitoring internal activity that threatens your network? QRadar maintains 24-hour vigilance to counter these threats. It learns normal behavior, flags irregular activities and their source, then identifies corrective measures. Only QRadar can pinpoint network anomalies in real time.



1000 Winter Street, Suite 2950 Waltham, MA 02451 Phone: (781) 250-5800 Fax: (781) 250-5880 WEB: www.Q1Labs.com

Change/Configuration Mgmt.

Virtual Booth 3889 • Virtual Product 1752



DeviceAuthority Suite -- the leading multi-vendor Network Change & Configuration Management solution providing:

- Real-time visibility and reporting of device configurations
- Automated compliance and standards management · Reliable, secure, automated implementation of changes
- Get your FREE guide, "Selecting a NCCM Solution" at:

www.alterpoint.com/selecting



300 W. Sixth Street. Suite 2200 Austin, TX 78701 Phone: (888) 228-3422 Fax: (512) 536-8390 WEB: www.alterpoint.com

Network Configuration

Virtual Booth 4147 • Virtual Product 2123



VoyenceControl! is a complete network configuration management solution from design to deployment to reporting. VoyenceControl! improves network security and increases availabilityby preventing errors from being introduced during the design or change process. VoyenceControl! significantly reduces the time, resources

and costs associated with managing complex networks.



1801 North Glenville Drive Richardson, TX 75081 Phone: (972) 759-4000 Fax: (972) 759-3998 WEB: www.voyence.com

Network & Server Monitor

Virtual Booth 3805 • Virtual Product 1589

\$375 (5 server license)



GFI Network Server Monitor automatically monitors your network and servers for failures and allows administrators to fix and identify issues before users report them. Alerts can be sent by email or text message. Actions, such as rebooting a machine, restarting a service or running a script, can be done automatically. Download your free evaluation version today at www.gfi.com/npp!



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Network Monitoring & Mgmt. Virtual Booth 3935 • Virtual Product 1823



AdRem NetCrunch 3.1

- Visualize the logical & physical topologies of your network
- Monitor the status and performance of network hosts, services and applications
- Be the first to know of network problems and correct them
- Validate service levels and plan for network capacity
- Download 30-Day Free Trial at www.adremsoft.com



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Networking Management Virtual Booth 4108 • Virtual Product 2079



The SolarWinds Engineer's Edition Version 7 is a suite of networking management software containing Network Discovery, Fault Monitoring, Performance Monitoring and Performance Management applications. This toolset contains the award-winning discover and fault management applications as well as security and Cisco Router management tools.



Tulsa, OK 74133 Phone: (918) 307-8100 Fax: (918) 307-8080 WEB: www.solarwinds.net EMAIL: info@solarwinds.net

8221 E. 63rd Place

Enterprise Software

Virtual Booth 4083 • Virtual Product 2046

IPsonar 3.0® enterprise software consists of several interrelated discovery processes that find routes and routers, hosts, servers, wireless access points, unauthorized connections or hosts, and perimeter leaks. **Discovery Processes**

Network Discovery

- Leak Discoverv
- Server Discovery
- Wireless Discovery

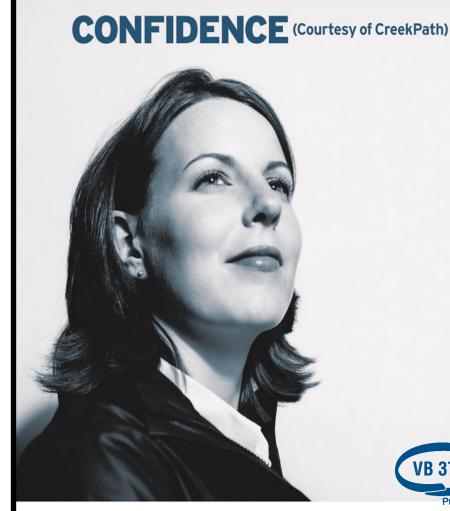
IPsonar uses multiple entry points, or Sensors, within a network to form an "IPsonar Grid" sweeping the far corners of the network for anomalies. These entry points can be moved throughout your network - a portability providing the flexibility needed for managing enterprise networks that are continually being optimized or changing to meet new business mandates.

Flexible term-licensing options starting at \$25,000



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When it Comes to Your Data, Don't Settle for "Pretty Stable"

Your business depends on fast, secure and reliable access to information. It also depends on minimizing your capital and operational costs. These two potentially onflicting needs presented businesses with a stiff challenge - Until now.

Stabilize your storage management process and maximize efficiency for

CreekPath

responsiveness. Choose the solution that assesses the total storage infrastructure from a business view to help you achieve dramatic reductions in capital and administrative costs - The CreekPath Suite.

increased business flexibility, agility, and

Transform your storage investment into a business asset, and take confidence in

the knowledge that you've provided your organization with a significant competitive advantage.

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Angled High Density 192 ports in 4 RU

Conventional 48 ports In 4 RU

Angled Patch Panel Eliminates Need for Horizontal Cable Managers

> High-Density Patch Panel 48 Ports in One Rack Space





PANDUIT Angled Patch Panels manage high-density network applications in up to one-fourth the area of conventional cable management systems. Angled Patch Panels facilitate proper bend radius of each cable as it is routed directly into a vertical cable manager, eliminating the need for horizontal cable managers. *PANDUIT* offers angled solutions for all high-density installations:

- Mini-Com® High Density Angled Modular Patch Panels increase the density by featuring 48 ports in one rack space or 72 ports in two
- DP6" PLUS and DP5e" Angled Patch Panels feature punchdown style termination on the back of each panel for Category 6 and 5e performance.
- MINI-Com® Angled Flush Mount Modular Patch Panels include rear mount faceplates, allowing the modules to be flush with the front of the patch panels
- MINI-COM® ULTIMATE ID Angled Modular Patch Panels provide TIA/EIA-606-A compliant installations or customized labeling for specific applications

MINI-COM® Patch Panels accept all MINI-COM® Modules for copper, fiber and coax to facilitate future upgrades. PANDUIT offers a range of cable management products with integral bend radius control that, when used with angled patch panels, eliminate the need for horizontal cable managers. In combination, these products provide the user with the ultimate high-density



For more information, reference ad # customURL

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PANDUIT is a Global Leader **Providing Innovative Networking** Solutions to Enable Technology.

- Racks and Cable Management
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- Modular Twisted Pair and Fiber Optic Connectors
- Raceway Systems
- Fiber Routing Systems
- Physical Layer Management Systems
- Zone Cabling Systems
- Network Cable Ties and Accessories
- Network Grounding Systems





Network Inventory Mgmt.

Virtual Booth 4220 • Virtual Product 2307

MetaSolv Inventory Management helps you accurately manage all the resources required to deliver communications services, allowing you to identify availability, location, and capacity of your network assets. MetaSolv Inventory Management enables you to keep your inventory "evergreen"-continually refreshed with near real-time visibility into any discrepancies between the actual network and the inventory database. In addition to helping you serve your customers better, this functionality also facilitates your compliance with financial reporting requirements like Sarbanes-Oxley.

Benefits & Highlights:

- · Manage and reduce physical network inventory costs
- Facilitate management of network inventory
- Manage customer and service inventory associations
- Provide precise inventory forecasting



METASOLV®

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Network Analysis Software

Virtual Booth 3801 • Virtual Product 1580

NetVoyant is a family of software prod-NETVOYANT INELVOYANT IS A TAILING OF THE PROPERTY OF analysis and reporting solutions for the management of computer network infrastructure, critical servers, and applications. The system is scalable from the smallest enterprise to those with multiple locations or network operation centers where remote monitoring is required. NetVoyant automatically retrieves and compiles network statistics, performs analyses of those statistics, and provides graphical reports including baseline performance, bandwidth utilization, network volume, traffic, and trends. All solutions are available on Solaris, Linux, and Windows™ platforms.

NetVoyant lets you understand what is really happening on your network, from a LAN and WAN perspective, so that vou can make informed decisions.



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Network Analysis Solutions

Virtual Booth 4011 • Virtual Product 1957

WildPackets' Omni³ is an advanced network fault analysis platform built from the ground up to increase network uptime and IT productivity.

Key Benefits

- Faster resolution of faults
- · Improved visibility into all parts of the network
- Increased uptime and network performance

Key Features

- OmniPeek Console for centralized monitoring and troubleshooting
- Distributed Omni³ engines for packet capture and analysis
- Interfaces include 10/100, 802.11 wireless, full duplex Gigabit, and WAN

For your free eval, visit www.wildpackets.com/processor



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Change Management/Audit Virtual Booth 3725 • Virtual Product 1426

FireMon is a firewall policy and device change management and auditing product

- Comprehensive Audit Functionality audit any Check Point policy or Cisco device configuration to ensure compliance with corporate or governmental expectations
- Side-by-Side Policy or Configuration Comparison easily track changes made to any rule base/configuration Policy Test - based on source, destination and service,
- determine how traffic is handled at the firewall • Complete Change Management - archive and track all changes made across time and the enterprise ensuring

expected and consistent behavior

• Performance Monitoring - monitor the performance of any Nokia or Cisco device to ensure consistent behavior



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Network Security Analysis Virtual Booth 3746 • Virtual Product 1474

\$795 per device



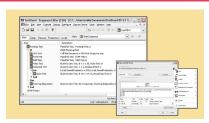
Firewall Analysis, Reporting and Management

- · Real-time event monitoring and policy-based alerting Collect, correlate and investigate firewalls, IDS, routers and antivirus servers' activity
- Identify attack source, type & destination details
- Find virus activity source, type & destination by protocol
- · Analyze event details by severity



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Test Management
Virtual Booth 4082 • Virtual Product 2025



Develop your automated tests 4X faster with TestStand3.1 - National Instruments newly released version of awardwinning test management software. NI TestStand is a ready-to-run test management environment for automating your test and validation systems. NI TestStand is designed to maximize test-code reuse through built-in language adapters and simplify maintenance by using a modular fully customizable test-system framework.



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Terminal Server Mgmt.

Virtual Booth 4076 • Virtual Product 2036



triCerat provides software that simplifies the operation of the on-demand enterprise. The firm's Simplify applications overcome common, well-documented functionality gaps in the Terminal Server OS, giving customers a proactive mechanism for ensuring quality of service - this is Day Zero™ Protection. Licensed by over 2,500 organizations worldwide, the Simplify Suite creates significant ROI.



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Terminal Server Performance

Virtual Booth 4094 • Virtual Product 2057



TScale provides improved application performance and reliability while increasing the capacity of your servers by up to 40%

Get it all in a single, cost effective solution! TScale applies the appropriate combination of optimization techniques to prevent rogue applications from spiking the CPU for better user satisfaction, while reducing virtual memory for increased server capacity to reduce costs.

Key benefits include:

- Up to 40% or more users per server!
- Improved system and application response times!
- · No more freezes, hangs and sluggishness due to runaway and rogue applications!



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Application Development Virtual Booth 3887 • Virtual Product 1745



OpenInsight is The Application Developer's Toolkit

OpenInsight, Revelation Software's flagship product, is a repository-based applications development environment that enables development teams to work collaboratively to design, develop, deploy and scale high-performance business solutions on leading messaging and client/server platforms. Runs on both Windows and Linux.



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Content Security Kit

Virtual Booth 3953 • Virtual Product 1912



Content Security Acceleration Development Kit

- · Boost performance of existing Antivirus, Antispam and Content Filtering apps. - NO hardware expertise required.
- Includes 2xPCI Accelerator Cards fast pattern matching, decompression and bayesian classification.
- Includes SDK, API documents and programming guide.
- Includes sample Antivirus and Antispam applications.



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CGM-to-SVG Software

Virtual Booth 4101 • Virtual Product 2169

Quick.SVG 2005

Quick.SVG is Computer Graphics Metafile (CGM) to Scalable Vector Graphics (SVG) conversion software. The conversion is clean and allows for custom CGM meta data handling via XSLT. Quick.SVG provides many powerful features and can batch convert hundreds of graphics at a time. Powerful command line capabilities and API provides developers with the tools necessary to bring your legacy graphics up-to-date with the latest technology. Also, using an open standard such as SVG offers many benefits to you and your customers. The software comes with a handy Adobe SVG ViewerTM context menu editor that allows you to create a context menu to apply to all of your converted SVGs during batch processing.



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Content Transformation

Virtual Booth 3926 • Virtual Product 1809

M-Business Anywhere provides a platform for delivering Web-based content and applications to mobile devices rapidly and cost-effectively - with minimal recoding. Web developers can leverage their existing skill sets and open standards to develop and deploy fully interactive Web applications with sync-and-go or wireless capabilities. So no matter where end users are, they'll be able to tap into the information, applications and Web services they need to make more effective business decisions, more quickly than ever before. Just as importantly, you can develop, deploy, and maintain mobile Web applications rapidly and with the lowest total cost of ownership (TCO) possible. M-Business Anywhere powers the AvantGo mobile Internet service, with more than 10 million registered subscribers.



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SCSI Reference Library

Virtual Booth 3820 • Virtual Product 1613

DEVELOPER *toolbox*

Over 175 functions allow you to easily work with disk drives, tape drives, libraries, and any other SCSI/FC/ATAPI/SATA peripherals! With more tests and functions being added monthly, the Developer Toolbox is a solid and growing test development tool. In use at major manufacturers and integrators, the Developer Toolbox is the proven way to test peripheral storage devices FAST!



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Test Automation

Virtual Booth 4098 • Virtual Product 2062



AdventNet QEngine is an extensive, platform independent Test Automation tool used for Web, functional, acceptance, performance, API and regression testing. Supports testing of applications developed using HTML, JSP, PHP, XML, SOAP, WSDL, e-commerce, traditional client/server etc. Tool is developed using Java which facilitates portability and multiple platform support Windows, Linux, and Solaris.



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Application Mgmt Suite

Virtual Booth 4141 • Virtual Product 2114

Say goodbye to tension headaches, achy back muscles, and the pains that appear each time application issues occur. With DataVelocity you can experience: *The comfort of error free application rollouts *The ease of bug free code *The joy of a monitored, stable IT environment *And the peace of quiet phones after an application upgrade. DataVelocity are database specialists and tension easers. We protect database environments from unforeseen disasters including data corruption, application failures and more. Our purpose is to prevent your environment from suffering any outages, protect the business from any down time and provide you with time to relax and breathe.

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Wireless Access To CRM

Virtual Booth 3958 • Virtual Product 1873



Air2Web's 2CRM is a set of mobile solutions enabling secure, wireless access to critical data from companies' FFA, Call Center, and SFA applications, including Siebel. From a wireless device, employees are able to securely access, work with, and respond to enterprise data whenever and wherever they



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Packaged Speech Application

Virtual Booth 4068 • Virtual Product 2027

Now you can access Microsoft™ Outlook email, calendar and appointments over the phone with Voice Automation for Microsoft Exchange. Whether commuting, working off site, or traveling between customers, mobile access through voice is reliable and fast. Your voice is the interface, no keyboard required to read, reply to and create new Outlook data, including appointment times and contact information. Updates are system-wide, so off site and on-premise CRM users are always in sync. It's a low-cost hosted or on-premise solution that gives you the functions of a wireless PDA, along with the ability to create update data remotely. Minimal installation and training required.



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Wireless Access To Email

Virtual Booth 3958 • Virtual Product 1872



enables wireless access to Microsoft Exchange, Lotus Domino, POP3 and IMAP based email software. With 2Mail, businesses have a sinale solution for offering wireless email to a variety of mobile devices, including RIM, Palm, Pocket PC, WAP, SMS & J2ME handsets. 2Mail features access to email, calendars, contact info & attachments, in addition to the ability to securely authenticate devices & users.

Air2Web's 2Mail solution



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Remote Enterprise Mgmt. Virtual Booth 3955 • Virtual Product 1863



Tool Categories Exchange Servers Server States

Queues Logged On Users Mailboxes Public Folders Computer Tools

Infrastructure Command and Control (IC2) is a remote enterprise management solution that enables IT professionals to securely manage all network elements remotely using a handheld device or a Web browser. With IC2's unique shortcuts feature, complex IT tasks can be simplified into one-click operations and executed from anywhere.



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iSeries Software

Virtual Booth 4109 • Virtual Product 2080

Software comes in many flavors on the iSeries, from the operating system, to middleware, to industry solutions. Of course, no discussion of software can begin unless you understand the basics about this very unique operating system, OS/400. Designed as a single entity, it offers built-in facilities such as our DB2-based relational database, communications and networking capabilities, online help and much more. On iSeries, the user/operator communicates with all the components of the operating system using either an intuitive graphical user interface or a standard digital presentation. Information on i5/OS™, the next generation of OS/400 operating system, is available now.



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Enterprise Security Software

Virtual Booth 3826 • Virtual Product 1621



ENDFORCE Enterprise software enables enterprises to ensure users' workstations are compliant with current security policy, before granting network access. The software enforces policy for operating system patch level, best-of-breed personal firewalls and antivirus applications, and is extensible to include other emerging security products.



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Dublin, OH 43017 Fax: (614) 923-6299 EMAIL: sales@endforce.com

Endpoint Security Solution

Virtual Booth 3940 • Virtual Product 1834

Safe Access™ ensures that endpoint devices accessing the network are free from security threats and in compliance with the organization's standards. Safe Access systematically tests endpoint devices - without the use of a client or agent - for compliance with organizational security policies, quarantining non-compliant machines before they damage the network. Safe Access ensures that the applications and services running on endpoint devices are upto-date and free of worms, viruses, trojans, P2P and other potentially damaging software. It dramatically reduces the cost and effort of securing those devices - devices accessing the network through VPN or dial-up, devices logging onto the network directly, and devices connecting through wireless networks - devices your IT group may not have adequate control over.

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Mobility Identity Enforcement Virtual Booth 3966 • Virtual Product 1822

Synctomi Virtual Network Segmentation™—VNS™

Synctomi appliances combine identity-based access control, integrated worm and other threat protection with wire speed performance. By uniquely combining packet filtering and directory communications, which is integrated with a network's existing authentication method, the VNS appliance creates a unique, self-contained communication between each user and the network. Not only are resources and ports exposed on a need to know basis dynamically, the device increases security by eliminating any view of all other resources in the network topology.



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User ID Mgmt Solution

Virtual Booth 3968 • Virtual Product 1884

AccountCourier®, Courion's automated account provisioning and user ID management solution, enables authorized individuals to instantly grant, revoke, or modify account access on any operating system, application, or Web portal without manual intervention.

AccountCourier provides:

- Clear and measurable benefits for your company's IT department, HR managers, business managers, employees, business partners, and customers.
- · Best-in-class account provisioning features for maximum security, efficiency, productivity, cost-savings, and ROI.
- Flexible technology that integrates with and leverages your existing identity stores, service desk applications, messaging systems, and IT systems.



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Password Management

Virtual Booth 4092 • Virtual Product 2054

Single Sign On, Flexible Password Management

SSO Plus is an easy-to-use, flexible password management product. It provides the user with the ability to access all applications on their desktop using a single user ID and password. After the user has logged onto their PC, they can access password-protected applications on their desktop without the need to enter any further credentials. SSO Plus learns the logon credentials of each application started on the user's desktop. When the application is next started. SSO Plus will automatically enter the required logon credentials. There is no need for users to write down the logon credentials for each application; no need for password synchronization, and it encourages the use of strong passwords. PassGo also has a free version of SSO Plus available for non-commercial use -- www.ssoplus.com



651 Holiday Drive, Suite 300 Pittsburgh, PA 15220 Phone: (888) 652-3983 WEB: www.passgo.com

Password Management Tool

Virtual Booth 4115 • Virtual Product 2088

RoboForm 6.0

Imagine an online world where you no longer have to remember various usernames & passwords for the dozens of sites that you visit. The new RoboForm 6.0 password management & form filling tool memorizes online passwords, automatically logs users onto Web sites, generates random secure passwords and fills out long registration forms with one click. This latest version allows users to take their "identity" - password details wherever they travel on a USB key, along with a PDA version.



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Access Management Software

Virtual Booth 3763 • Virtual Product 1529

Entegrity AssureAccess

AssureAccess allows Web and J2EE application developers deploying secure e-business solutions to easily include authentication, single sign-on, authorization, audit, user management and security policy administration in their applications without building custom security code for each application.

Through AssureAccess, organizations can quickly deploy and update their security resulting in:

- More reliable security implementations
- Shorter and more predictable deployment schedules
- Lower overall application development costs



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Certificate Authority

Virtual Booth 3828 • Virtual Product 1624

Issue Universally Trusted SSL Certificates OmniRoot is the exclusive public root certificate predistributed in 99% of the world's Web browsers as well as a wide range of IT platforms and other devices

By chaining your identity and trust infrastructure to OmniRoot, you can guarantee that the digital certificates you issue will be automatically recognized and accepted by your end-users' browsers since they both link to a common

Betrusted offers both prepackaged and custom tailored SSL certificate solutions that incorporate OmniRoot - So whether you need to secure one server or multiple servers there's a service for you.



such as mobile phones.

trust point.

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Web Authentication Virtual Booth 3944 • Virtual Product 1838

Entrust TruePass



You can't choose your users; however, you can choose their method of authentication. Entrust TruePass delivers strong authentication for the Web that is easy to use increasing security and reducing help-desk calls to a minimum. It is easy to deploy and allows users maximum mobility to access sensitive applications from any location through only a Web browser.



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Fingerprint Logon Software Virtual Booth 3866 • Virtual Product 1702



Security. Mobility. ROI. Coming to an operating system near you. The Identix BioLogon® Software Suite offers the complete solution for all your desktop and network fingerprint authentication needs. A complete multifactor authentication solution, BioLogon provides fingerprint and password support. The result: increased security, lower administrative costs, and added convenience.



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Secure Authentication

Virtual Booth 3833 • Virtual Product 1629



Datakev Axis is a software and Smart Card solution that delivers simplified & secure authentication for a full range of enterprise applications & network resources. It provides a definitive answer for those enterprises that are struggling with password-based authentication environments. Datakey Axis takes the user out of the security loop so organizations regain control of authentication.



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Optical Fingerprint Reader Virtual Booth 3866 • Virtual Product 1701



The BioTouch® PC Card provides a fully functional optical fingerprint reader inside a single Type II PC Card.

- Encryption option secures fingerprint image transmission between the reader and a computer
- · Advanced CMOS camera technology delivers high image quality and reliability
- PCMCIA interface supports plug and play operation



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Triple Factor Authentication Virtual Booth 3516 • Virtual Product 1919

Biometric PKI Network Enterprise Solution

With the BioStik™, Index Security Inc. and partner SecureMethods provide a Bio-PKI Network Solution offering "Triple Factor Authentication"; a legally binding digital signature with a Transaction-based Audit Trail. Our Bio-PKI solution is the highest level of data security today, DoD grade. An embedded PKI appliance mechanism grants your users access biometrically, with digitally signed and encrypted remote access to your servers especially via the Web. It leaves a complete audit trail of transactions of file accesses, including who, what, when, where, and how they did it rather than by normal session base. This solution seamlessly provides the highest level of security, for multiple application servers without the need for modification. Starting price \$30,000 for 99 users, unlimited users \$60,000 based on configuration.



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PC & Data Protection

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SmartCard Security Software

Virtual Booth 3580 • Virtual Product 1162



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Database Auditing Software

Virtual Booth 4027 • Virtual Product 1966

WizRule® automatically reveals all the rules governing the data and points out cases that deviate from the discovered rules as suspected errors. The rules can be if-then statements, mathematical formulas or spelling regularities. WizRule detects symptoms of fraud in the data, exposes suspicious exceptions and discovers relations among data fields.

Features and Benefits

- Reports the rules, and the cases deviating from the norm.
- Displays the contents of the deviated cases.
- · Reveals and lists spelling errors in names and values
- Reads dbf, MS Access, MS SQL, Oracle, ASCII files and any ODBC compliant database
- · Easy-to-use interface based on Windows 9x / NT / 2000 / XP.



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Database Security

Virtual Booth 4077 • Virtual Product 2037



Audit Suite provides a powerful, non-intrusive, data-security solution for corporate databases with a 24x7x365 audit-trail of all SQL requests. This ensures accountability and deters eaves-

dropping by trusted insiders.

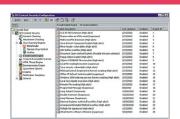
- Detailed knowledge of who did what & when
- · Instant regulatory compliance with SOX, HIPAA • Security policies, real-time policy driven alerts
- · Automatic archiving, activity summaries
- No impact on databases or applications • Comprehensive database and platform support
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Email Security For Exchange

Virtual Booth 3805 • Virtual Product 1592



GFI MailSecurity for Exchange/SMTP is an email content security solution that protects against known & unknown viruses and threats at a competitive price (unlimited users: \$3,750; 100 users: \$950). Key features: multiple virus engines, content checking, intelligent heuristics-no virus updates required, exploit detection, threats engine, Trojan / Executable Scanner & more. Download free eval @ gfi.com!



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Email Management

\$395



Policy Patrol Email for Exchange Server and Lotus Notes/Domino offers antispam, antivirus, keyword filtering, attachment blocking, compression, disclaimers, signatures and many more email management features. Policy Patrol includes a powerful rules wizard that allows you to create customized user-based rules by specifying conditions, exceptions and actions.



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Web Server Anonymization Virtual Booth 4151 • Virtual Product 2126



\$99.95

ServerMask modifies your Web server's "fingerprint" by removing unnecessary HTTP response data, modifying cookie values, and adjusting other response information to obscure the identity of your server. Successful obfuscation can confuse hackers, making it more likely they try the wrong exploits first -- and are more easily identified by a firewall or intrusion detection system.



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Security Linux

Virtual Booth 3726 • Virtual Product 1427



Award-Winning Security Solution

Astaro Security Linux provides six essential applications in a single, easy-to manage package. It eliminates the need for multiple security products, which saves time & money. It includes firewall, VPN, antivirus, URL filtering, spam filtering, intrusion protection, remote access, application proxies, usage reporting and much more.



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Network Security Platform Virtual Booth 3699 • Virtual Product 1285

Are your networks and routers easy prey?

Defend against perimeter intruders with one solution.

- DeepNines is the front line of defense in the battle against cyberattacks.
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Secure Instant WAN

Virtual Booth 3971 • Virtual Product 1888



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SSL VPN Solution

Virtual Booth 3694 • Virtual Product 1274

Netsilica EPN delivers scalable, secure deployments that fit your network & your remote access needs. Granular, application-level controls for every user that integrate with any authentication/authorization system (I&AM) for a complete enterprise solution.

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SSL VPN for Windows

Virtual Booth 4078 • Virtual Product 2040

OvisGate is browser-based Secure Sockets Layer (SSL) VPN software solution for Windows and can run on any Windows 2000 and XP computer. It builds a Virtual Private Network on the Internet in minutes and no client hardware or software needs to be installed. With OvisGate SSL VPN software installed, users can access a corporate intranet from anywhere, anytime and access it securely.

OvisGate is the perfect solution for small businesses that need to provide confidential information to remote users, to multi-locations, to employees on the road, or to business partners or customers in need of accessing the corporate intranet. The time and energy saved by using OvisGate makes it the more financially safe and least problematic solution to your corporate access needs and it has the lowest cost among VPN solutions in the market.



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Security Management

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- Automated real-time drill-down forensic analysis without
- · Easy to install and use
- ROI almost immediate get results on the first day
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- Notifications & Active Responses

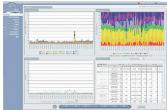




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Network Activity Analyzer

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StealthWatch + Therminator

Lancope's StealthWatch+Therminator is the thermodynamic, behavior-based threat detection and network intelligence solution for real-time visualization of network traffic and patternless detection of known/unknown attacks.

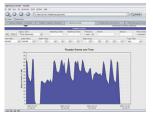
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Enterprise Log Analysis

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Centralized Windows, UNIX and Linux System Event Log Analysis

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Event Log Monitoring Virtual Booth 4114 • Virtual Product 2087





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Security Compliance Solutions

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LT Auditor+ records all network activities from the operating system level, creating detailed, secure audit logs.

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Computer Forensics SW

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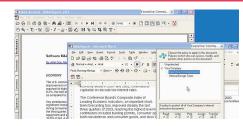
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Network Security Software

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Enforcer/EI software agents monitor networked computers and send notifications when corporate policy is violated. Enforcer/EI uses revolutionary parallel processing architecture that provides unsurpassed enterprise security management.

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Vulnerabiltiy Management

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SecurityExpressions

Audit and Compliance

SecurityExpressions enables you to audit and remediate desktops and servers for operating system configuration settings, application configuration settings, unauthorized hardware/software, industry-known vulnerabilities, software patches and other advanced settings, such as system utilization and user account activity. The solution can audit against home grown or customized best practices system security policies such as those published by Microsoft, IBM, SANS, and NIST. SecurityExpressions offers both an agent-based and an agentless approach to system audit and compliance, meeting the needs of any environment.

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Policy Compliance

Virtual Booth 4075 • Virtual Product 2035



Compliance Management solutions from BindView help organizations satisfy IT security requirements for regulations including Sarbanes-Oxley, HIPAA, GLBA and Basel II. With BindView, customers are in control of their security policies and procedures, with capabilities to help ensure successful IT audits and compliance.



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Enterprise Security Mgmt.

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SolventView™, employed to protect networks at the 2004 Summer Olympics, is the industry's leading Integrated Security Management Platform (ISM). Through an open distributed architecture, SolventView™ integrates and evaluates data from all relevant network assets to proactively protect networks in real-time. SolventView™ integrates seamlessly with legacy systems and third-party products, and includes and centrally manages all security functions, such as VA, IDS, Policies, Rules, Asset Discovery, Forensics, and Compliance Enforcement.



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Web Filtering Solution

Virtual Booth 3947 • Virtual Product 1853



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Web Filtering and Security Virtual Booth 4143 • Virtual Product 2118

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- Prevent spyware and malicious mobilecode · Block peer-to-peer (P2P) file sharing



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Endpoint Security Virtual Booth 4091 • Virtual Product 2053



Fireball Enterprise is state-of-the-art endpoint security software for desktop & mobile computers. The first & only centrally managed, integrated solution that combines the layered protection of a personal firewall, intrusion detection system, privacy controls, system assessment, Web/ application recording, spyware & an IPSec VPN. Controls all levels of network traffic and communications.



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- control in compliance w/corporate security policy guidelines
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Mobile Security Software

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CREDANT Technologies is the market leader in providing software enabling organizations to control security enterprise-wide for mobile and wireless users. CREDANT makes it safe for organizations to use notebooks, tablets, PDAs and smartphones to increase employee productivity.



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Corporate Spyware Protection Virtual Booth 4213 • Virtual Product 2270



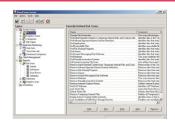
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Enterprise Anti-Spyware

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Antispam

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Antispam Application

Virtual Booth 3989 • Virtual Product 1924

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—BEFORE They Reach Your Network

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• No hardware or software to buy • End-users manage their own quarantined messages

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• Low per user per month charge (as little as \$3/user)

Protect yourself or resell to your clients to lessen legal liability or improve employee productivity. Can help block directory harvest attacks in conjunction with existing firewalls. Easier to manage than server-based solutions. Virus Protection-Spam Protection-Attachment Protection Network and IT Resources-Outbound Filtering-Reporting

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Antispam

Virtual Booth 4046 • Virtual Product 1988

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What Makes MailGate The Smartest Antispam Choice?

- Install and configure in less than 30 minutes
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Email Management Solution

Virtual Booth 3918 • Virtual Product 1790



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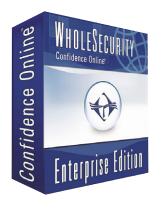
- Policies combine antispam, antivirus and policy enforcement to guard against attacks such as multi-faceted spam, virus, DHA and DoS.
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Zero-Hour Threat Detection

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WholeSecurity's solutions deliver zero-hour protection against these types of malicious programs. With behavioral detection technology, Confidence Online™ automatically eliminates both known and unknown threats on PCs without requiring users to update signatures. Call to learn more about our on-demand and always-on deployment options!



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Microsoft SQL Audit/IPS

Virtual Booth 3901 • Virtual Product 1771

AppRadar for Microsoft SQL Server is a host-based, datbase intrusion protection system empowering enterprises to thwart database-level attacks and malicious behavior. AppRadar provides database-specific, active protection, monitoring, and auditing. As a complementary real-time database intrusion protection system, AppRadar now makes it possible to monitor and defend the data stored within your Microsoft SQL Server database.

- Detects real attacks and misuse on the database focused on detecting and preventing complex attacks from valid
- Provides administrators full awareness of what has been executed, when, by whom, and where in the database. Providing an audit trail and "real-time" alerting of all database activity without any impact on performance.

APPLICATION SECURITY, INC.

575 8th Avenue 12th Floor hone: (212) 947-8787 WEB: www.appsecinc.com

New York, NY 10018 Fax: (212) 947-8788 EMAIL: sales@appsecinc.com

Vulnerability Monitor Virtual Booth 3724 • Virtual Product 1430

ities

NeVO 2.0



NeVO Vulnerability Monitor Monitors network traffic to passively discover hosts, applications and vulnerabil-

- Produces vulnerability reports compatible with Nessus and the Lightning Console
- · Detects successful intrusions with extremely low false-positive rates Available for Windows
- 2000, XP, Linux and FreeBSD



8830 Stanford Blvd., Ste. 312 Columbia, MD 21045 Phone: (877) 448-0489 Fax: (410) 510-1889 WEB: www.tenablesecurity.com EMAIL: sales@tenablesecurity.com



FINALLY A WAY TO DETECT, ISOLATE, AND ELIMINATE VIRUSES AND WORMS AT THE NETWORK LAYER.



Introducing the industry's first outbreak prevention appliance -- only from Trend Micro.

Deadly viruses and worms are now attacking at the transport level. Combat these evolving threats with Trend Micro™ Network VirusWall™ -the first and only appliance designed to prevent outbreaks at the network layer. Detect, quarantine, and eliminate threats as they occur. Assisted by our award-winning Enterprise Security experts, you'll quickly contain viruses and worms and maintain productivity. Mission accomplished.

For details or a free white paper, call 1.888.58.TREND or go to www.trendmicro.com/products/nvw

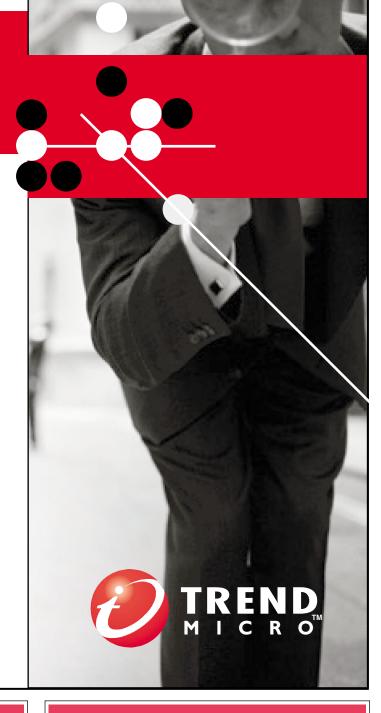








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Vulnerability Management Virtual Booth 3822 • Virtual Product 1618

Intrusec Exposé - Change Management Software You can't secure what you don't know about. Today's networks are dynamic and in a constant state of flux. Which means your security posture is changing minute by minute. Intrusec Exposé provides visibility into those changes and shows you the impact of those changes before they cause a problem.

- Proactive, near real-time change detection When something changes, Exposé notifies you immediately, based on the rules you determine.
- · Up-to-the-minute asset inventory of your network, showing all assets, ports, services, users, applications, etc. ranked by the business value to your organization.
- · When a change is detected, Exposé works with your existing vulnerability scanners to tell you what vulnerabilities were created by the change.



75 Fifth Street NW, Ste. 207 Atlanta, GA 30308 Phone: (404) 526-6138 Fax: (404) 526-6132 WEB: www.intrusec.com

Exposure Risk Mgmt.

Virtual Booth 3875 • Virtual Product 1719



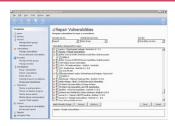
SkyboxTM View creates a virtual model of your environment and then, by leveraging your scanned information, runs attack simulations distilling 10,000's of vulnerabilities down to the <2% that are critical because they are truly "exposed." Skybox™ View reduces the window of exposure from months to hours and communicates risk in layman terms to executives.



2370 Watson Ct, Ste. 110 Palo Alto, CA 94303 Phone: (650) 565-8060 Fax: (650) 565-8068 WEB: www.skyboxsecurity.com

Vulnerability Remediation

Virtual Booth 3891 • Virtual Product 1755



Backdoors, unsecured accounts, misconfigurations, software defects and unnecessary services. Now you can fix vulnerabilities with **Hercules**, an automated vulnerability remediation solution created by Citadel Security Software. Hercules provides flexible, end-to-end capabilities to fix all five classes of vulnerabilities. For the first time you can proactively reduce security risks in hours, not months.



5420 LBJ Freeway, Suite 1600 Dallas, TX 75240 Phone: (214) 520-9292 Fax: (214) 520-9293 WEB: www.citadel.com

Disk / Data Erasing Software Virtual Booth 4162 • Virtual Product 2145



\$995

Tabernus' new Disk Purge product allows any storage device owner to completely erase all data from any and all drives. Disk Purge Declassification Software is DES/DOD endorsed for completely and thoroughly sanitizing any disk device to the following standards: DOD 5200.28, NCSC-TG-025, AFSSI 5020, OPNAV 5510 and AR-380-19 and HIPAA compliant.



8303 N. Mopac Express Way Austin, TX 78759 Phone: (888) 700-8560 Fax: (512) 372-9474 WEB: http://www.tabernus.com

USB Software Security Virtual Booth 3972 • Virtual Product 1889

as low as



\$19.95 per user

Marx Software Security offers the security token Crypto-Box USB for secure data and software protection, as well as for 2-factor authentication. The hardware key encrypts data with the Rijndael Algorithm Advanced Encryption Standard (AES). The CRYPTO-BOX Supports all Windows, Mac and Linux Operating Systems.



2900 Chamblee Tucker Rd., Bldg. 9 Atlanta, GA 30341 Phone: (800) 627-9468 Fax: (770) 986-8891 WEB: www.marx.com

Encryption Software



The "Secure Hash Signature Generator" creates signatures that are unique to the data stored on a disk drive. These signatures are used to verify intentional or accidental tampering with the drive image. The software has the ability to scan any secondary or slave drive attached to a PC or the RoadMASSter running the Windows operating system.



1627 Price Loop Rockwood, TN 37854 Phone: (865) 354-8960 Fax: (865) 354-8962 WEB: www.ics-ig.com EMAIL: sales@ics-iq.com

Active Directory Mgmt.

Virtual Booth 3960 • Virtual Product 1875





Active Administrator is a comprehensive management and auditing solution enabling administrators to efficiently manage Active Directory Security and Group Policy in Windows 2000 and 2003 based networks.

- Simplified Group Policy Planning, Management & Backup
- Consistent permission assignment with Active Templates
- Repairable & Revocable role-based delegation of control



6000 Broken Sound Pkwy. NW Boca Raton, FL 33487 Phone: (561) 886-2400 Fax: (561) 886-2499 WEB: www.scriptlogic.com/processor

Display-Only File Server

Virtual Booth 3847 • Virtual Product 1639

A revolutionary secure file server technology that protects enterprises from informaiton theft by insiders

- Bits of a confidential file never leave a DOFS server after the file is checked in.
- · Screen dump on a user machine is disallowed whenever
- the user is interacting with a confidential file. · Any crucial file access operations on a DOFS server like checking in/out, printing, emailing, etc. are fully logged, monitored and controlled.
- · Accesses to exported confidential files, essential in a mobile working environment, are protected by a tamper-resistant file access control mechanism.
- Clipboard operation such as cut & paste is unidirectional so that no information leakage from a DOFS server to a DOFS client is possible, but the other direction is allowed.

Retail Price: \$100 per user license



99 Mark Tree Road Centereach, NY 11720 Phone: (631) 467-4381 Fax: (631) 467-4597 WEB: www.rether.com

Document Security Software

Page 45

Virtual Booth 3727 • Virtual Product 1428

Authentica's document security solutions provide total control over your enterprise's sensitive documents, spreadsheets and presentations, both during and after delivery to recipients.

Our document security solutions are ideal for any large enterprise that needs to securely share valuable intellectual property internally or with outside business partners.

Authentica's solutions let you:

- Securely distribute information anywhere
- Dynamically change access and usage permissions at any time, even after recipients have accessed files
- · Continuously monitor information activity



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Secure Networking Software

Virtual Booth 4150 • Virtual Product 2125



Both ppnPC and ppnPRO provide the highest level of security for those data transfer applications for which the protection of information is critical. It is the preferred data transfer medium for those individuals and organizations that are required to comply with Federal or State laws and regulations that address the protection of an individual's privacy and/or the maintaining of the confidentiality of electronic data.



18700 Main Street, Suite 204A Huntington Beach, CA 92648 Phone: (714) 843-0099 Fax: (714)-465-3391 WEB: www.apacsecurity.com

Web Services Security

Virtual Booth 3944 • Virtual Product 1837



The Entrust Secure Transaction Platform delivers security capabilities including standards-based authentication & authorization for Web services applications. Addressing identity and access management needs beyond the Web portal, Entrust helps you leverage your existing investment in Web applications to include Web services, delivering a central point of policy definition and enforcement.



1000 Innovation Drive Ottawa, ON K2K 3E7 Canada Phone: (888) 690-2424 Fax: (613) 270-2501 WEB: www.entrust.com/stp/pro

Enterprise Backup Solution

Virtual Booth 3920 • Virtual Product 1794

Innovative Data Protection-VERITAS NetBackup Enterprise Server delivers enterprise data protection for the largest UNIX, Windows, Linux and NetWare environments. To help reduce administration and hardware costs, organizations can now take advantage of enterprise-strength features such as synthetics, disk-based protection, automated disaster recovery, and desktop and laptop protection. VER-ITAS NetBackup provides the most advanced media management available, including tape labeling, tape media pool creation, device sharing, media/device reporting and bar code support. VERITAS NetBackup Enterprise Server also provides optional database and application-aware backup and recovery solutions for Oracle, SAP, Microsoft SQL Server, Microsoft Exchange, Microsoft SharePoint Portal Server, DB2, Lotus Notes/Domino, Sybase and Informix to deliver data availability for utility computing.



350 Ellis Street Mountain View, CA 94043 Phone: (800) 327-2232 Fax: (650) 527-2908 WEB: www.veritas.com

Backup & Recovery Solution

Virtual Booth 3984 • Virtual Product 1911

Harbor NSM Product Suite

If you're like many companies today, your infrastructure has become increasingly complex while the growth in corporate data continues to explode.

Harbor NSM backup and recovery solution from Beta Systems not only backs up your ever-increasing amounts of vital data and provides the fastest recovery time on the market, it also works within your existing infrastructure, regardless of its complexity.

Harbor NSM provides high-performance network and SAN-based backup with fast, reliable data recovery.

- Scalable
- Manageable
- Flexible

6411 lvy Lane, Suite 610 Toll Free: (800) 475-1168

Greenbelt, MD 20770 EMAIL: kelly.gunn@betasystems.com

Data Protection Software

Virtual Booth 3837 • Virtual Product 1632



Workstation Edition

Server Edition

Exchange or SQL Agent



BackAgain™ Data Protection Software. Tens of thousands of satisfied customers worldwide since 1994.

- Standout ease-of-use, highly competitive feature set, broad backup device support
- Live Microsoft Exchange backup (to mailbox level), live SQL Server backup
- · Back up to any media at no additional cost "Bare-metal restore" for
- disaster recovery Unmatched value

2930 Waters Road Eagan, MN 55121 Toll Free: (800) 284-4156 Phone: (651) 203-4600 WEB: www.intradyn.com

Backup & Recovery Mgmt.

Virtual Booth 3991 • Virtual Product 1926

Not Just Another Backup Utility!

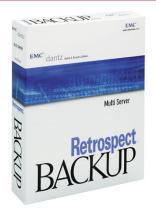
VFI/X is an intelligent, automated, high-level data protection and recovery management system. Based on the premier mainframe product that has protected Global 1000 corporations for over 15 years, VFI/X is now available for the distributed world. VFI/X leverages your current investment in all popular backup and recovery software and mirroring technologies. It unobtrusively monitors your systems in real-time, learns how your critical files are used as well as their interdependencies, and ensures that they're backed up when necessary, directly interfacing with the tools of your choice. All performed automatically, without human intervention, and these are just a few of its features. VFI/X is available for SUN Solaris 8 and above (Sparc 32, 64 & x86). Linux, IBM AIX, HP UX and Microsoft Windows versions will be released over the next several months.



940 W. Valley Rd., Ste. 1604 Wayne, PA 19087 Phone: (610) 971-9946 Fax: (610) 964-9072 WEB: www.21stcenturysoftware.com

Backup Software

Virtual Booth 4062 • Virtual Product 2014



New EMC Dantz Retrospect 7 for Windows makes speed & ease of use a backup reality. Now you can perform fast, automated backups to disk, stream data to tape for offsite storage & keep disk copies onsite for quick restores. Just a few clicks will have you up & running. Ease of use, unparalleled restore accuracy & complete protection for servers, desktops & notebooks are why thousands of businesses rely on Retrospect.



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Unix/Linux Tape Management

Virtual Booth 3862 • Virtual Product 1679

Backup, Recovery & Media Management For Open Systems

LXI TMS/ix brings true tape management to Unix and Linux servers. Capable of performing standard day-to-day backups, TMS/ix gives corporate data centers more advanced tape management for those tape processes above and beyond backup and recovery. With TMS/ix you can:

- Read and write standard label and non-label tapes
- Track and protect every tape used
- Manage virtually unlimited number of tape devices, including virtual and real automated tape libraries
- Implement regulatory compliant offsite vault management
- Monitor all backup activity from a single console



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Continuous Data Protection

Virtual Booth 3587 • Virtual Product 1358



Storactive LiveServ™ for Exchange Server

LiveServ software delivers continuous data protection for Microsoft Exchange servers, ensuring rapid, zero-loss recovery of individual messages, mailboxes and entire data stores.

- Eliminate backup and recovery windows
- Recover data up to the point of failure

Rapidly restore messages

while Exchange is live FREE TRIAL



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Content Archiving Software Virtual Booth 3929 • Virtual Product 1814



Enterprise Vault® offers a total archiving platform for Microsoft Exchange, SharePoint Portal Server, IM and file server environments. Enterprise Vault®

allows you to streamline and reduce the ongoing cost of information storage for the enterprise and simultaneously keep it instantly accessible for users and the organization.

Enterprise Vault not only optimizes front line systems but helps you support your mission to develop processes for good corporate governance.

Visit www.kvsinc.com/corpgov and receive the free report, Corporate Governance - the Impact on your IT Staff!



600 Six Flags Drive, Suite 650 Arlington, TX 76011 Phone: (877) 358-2858 Fax: (817) 635-1800 WEB: www.kvsinc.com

Backup & Disaster Recovery

Virtual Booth 3587 • Virtual Product 1359



Storactive LiveBackup® for Enterprise PCs

LiveBackup software for desktop, remote & mobile PCs protects distributed data automatically as it is saved and ensures rapid file, system & disaster recovery.

- Automates PC backup in real time
- Recovers from disasters,
- errors & viruses
- Minimizes downtime Offers easy, self-serve
- data recovery

FREE TRIAL



4551 Glencoe Avenue, Suite 150 Marina del Rey, CA 90292 Phone: (888) 352-9140 Fax: (310) 604-0773 WEB: www.storactive.com

Data Backup & Security

Virtual Booth 4224 • Virtual Product 2314



Devu Pro Server Edition provides a unique combination of data security, data privacy capabilities and biometrics in one, while maintaining business continuity. From the small startup to the largest corporate environment, Devu Pro Server Edition provides everyone from the desktop user to the systems administrator peace of mind, knowing all important and pertinent information is being synchronized and secured while the user works at the desktop.



6015 Benjamin Road, Suite 310 Tampa, FL 33634 Phone: (813) 769-0918 WEB: www.ceelox.com

Real-Time Data Replication

Virtual Booth 3080 • Virtual Product 513

Constant Replicator™ provides automatic real-time replication of mission-critical file data in real-world heterogeneous environments over ordinary IP networks. Once installed on your host, Constant Replicator™is always running, protecting your critical files by mirroring them as they change to one or more remote servers over your existing network.

As your business migrates to the next level where data availability is critical, consider the many enterprise environments where Constant Replicator™ can make the transition simple and hassle-free while simultaneously providing investment protection and a solid foundation for your future.



410 11th Avenue South Phone: (952) 933-2331 WEB: www.constantdata.com

Hopkins, MN 55343 Fax: (952) 933-2551

Data Backup & Recovery

Virtual Booth 3974 • Virtual Product 1892

EVault Online Data Backup & Recovery Software and Services protect your business-critical data. Unexpected data loss can have serious consequences that no business or IT professional wants to face. Eliminate the risk and management burden of tape-based server backup and disaster recovery.

- Centralize and automate your backup and recovery
- Enjoy reliable and encrypted data transfer to an off-site storage vault, with 100% data confidentiality - guaranteed
- Reliable and immediate restoration of lost or deleted files
- Lower data backup costs by leveraging existing infrastructure
- Automate for regulatory compliance, removing dependence on human management



1600 South Main Street Walnut Creek, CA 94596 Phone: (877) 382-8581 Fax: (925) 944-9909 WEB: www.evault.com

Peer to Peer Backup System

Virtual Booth 4024 • Virtual Product 1963

312's flagship product LeanOnMe provides platform independent peer-to-peer backup and remote access capabilities. Using innovative Peer-to-Peer technology, LeanOnMe allows you to backup your files to your friends, family, or colleague's computer. This is all done quickly, easily, and safely, using encryption standards similar to that used by banks and the military.

Try it free online at www.312inc.com

LeanOnMe features:

- Installation & setup wizard
- Protects files or folders
- Easy scheduler for continuous, effortless backup
- Simultaneous backups to multiple off-site peers
- Peers cannot see, modify or infect your data
- · Securely encrypts and compresses the data • No monthly web storage fees!
- three



3251 Progress Dr. Orlando, FL 32826 Phone: (407) 210-2412 Fax: (407) 207-7348 WEB: www.312inc.com EMAIL: sales@312inc.com

Data Warehouse Platform

Virtual Booth 3926 • Virtual Product 1807

Sybase IQ 12.5 is a data warehouse platform designed specifically from the ground up for unsurpassed query performance and the lowest total cost of ownership for users' analytical applications. Based on recent TPC-H benchmarks, Sybase IQ is a category-leader in the business intelligence and enterprise data warehousing market, with record-breaking price-performance and storage efficiency, as well as the lowest total cost of ownership.

Sybase IQ is only business intelligence solution available on the market today that offers column-based data warehousing. Unlike traditional databases, Sybase IQ is architected for analytics - not transactions - and the columnbased structure provides significant advantages within a query environment, including reliable performance, easy maintenance, increased scalability and the need for fewer hardware resources.



Fax: (925) 236-4321 WEB: www.sybase.com

One Sybase Way Dublin, CA 94568 Phone: (925) 236-5000

Storage Mgmt. Solution

Virtual Booth 4100 • Virtual Product 2068

ArC Overview

Network-based archive for fixed-content data

Archivas Cluster (ArC) is a network-based archive management solution that is designed for long-term storage of digital assets. The archive database is distributed and replicated across multiple Linux servers, or nodes. Each node stores data and acts as a portal to access data. Built from industry-standard hardware, ArC's unique architecture enables an installation to scale easily and inexpensively from a small cluster of several server nodes, to many nodes that store hundreds of terabytes of data.



200 West Street Waltham, MA 02451 Phone: (781) 890-8353 Fax: (781) 890-8343 WEB: www.archivas.com

Data Archiving Software

Virtual Booth 4227 • Virtual Product 2333



QStar HSM (Hierarchical Storage Management) has been setting the standard for storage management since its introduction. QStar HSM has continued to evolve to provide even greater performance and data security for the lifeblood of your business. With thousands of installations around the world and supporting a wide range of archival media and platforms, your choice of a solution is now easier to make than ever before.



99 NE Elgin Parkway - Suite 37 Fort Walton Beach, FL 32548 Toll Free: (800) 568-2578 Phone: (850) 243-0900 WEB: www.qstar.com

Web-Based Media Service Virtual Booth 4085 • Virtual Product 2048

American Eagle's WEBSCAN

Web-based media tracking system **Track Media**

- For Mainframe and Open Systems
- To and from any location
- By retention date or cycle control
- Kept in containers or slotted at the Vault
- Regardless of media type
 - **Inventory**
- Media in Tape Library • Media at the Offsite Vault
 - **Web-Based Advantages**

• Access information from anywhere anytime

- No corrupt database issues
- Backups done at the server level



30 Corporate Drive Holtsville, NY 11742 Phone: (631) 207-4400 Fax: (631) 207-4407 WEB: americaneaglesys.com EMAIL: info@aeseast.com

SAN & NAS Management

Virtual Booth 3697 • Virtual Product 1286



IPStor provides an open software infrastructure platform for storage networking, allowing for the consolidation of heteroge-

neous storage environments along with the seamless creation & provisioning of both SAN (block level) & NAS resources (for general-purpose file sharing) from the same storage pool.

- Any-to-any connectivity: Fibre Channel, IP, iSCSI, SCSI, CIFS, NFS, etc.
- Centralized management of entire storage network and storage services from a single easy-to-use, go-anywhere
- Dynamic expansion of storage volumes
- Lightning-fast zero-impact backup and immediate recovery
- End-to-end security



2130 North Glassell Street Orange, CA 92865 Phone: (866) 651-6036 Ext. 21 Fax: (714) 998-6366 WEB: www.caeneng.com EMAIL: dennis@caeneng.com

Storage Resource Mgmt. Virtual Booth 3747 • Virtual Product 1483



CreekPath Systems is changing the way people view their storage operations and processes. There is no other vendor in the industry that integrates workflow, policy and automation into the storage supply chain so that users can employ their total infrastructure as a business enabler.



7420 E. Dry Creek Parkway Longmont, CO 80503 Phone: (303) 845-1188 Fax: (303) 845-1002 WEB: www.creekpathsystems.com EMAIL: sales@creekpathsystems

Storage Resource Mgmt. Virtual Booth 3986 • Virtual Product 1915

NTP Software Quota & File Sentinel enables users to enforce the appropriate usage policies, so you can preserve system performance and availability. With Quota & File Sentinel you can enforce disk space limits on directories, shares and servers in order to control user consumption, manage data stored on servers and gain real-time data on storage performance.

- Full support of Windows 2003
- Full HIPAA compliance
- Increased Security
- Installs without a reboot
- Network Appliance Functionality



427 Amherst Street, Unit 381 Nashua, NH 03063 Phone: (603) 622-4400 Fax: (603) 263-2375 WEB: www.ntpsoftware.com

Storage Consolidation

Virtual Booth 3979 • Virtual Product 1901



SANsymphony™ software is an enterprise-class open storage networking platform that maximizes the value from IT assets. It pools disk space and automatically allocates just enough capacity, just in time. This doubles disk utilization, delivers a tenfold increase in managed capacity per administrator, eliminates storage-related downtime, and enables affordable business continuance.



6300 NW 5th Way Ft. Lauderdale, FL 33309 Fax: (954) 938-7953 WEB: www.datacore.com

Storage Resource Mgmt. Virtual Booth 3996 • Virtual Product 1942

nStor has built its NexStor platforms on a common management tool, providing you with the ability to easily manage your information assets. StorView management software allows you to leverage your storage resources to enhance the performance of your business applications, while simplifying and reducing the cost of managing storage environments.

- · Easy to use, centralized management
- Flexibile and customizable
- Intuitive administration
- Auto detection minimizes setup
- Alert notification via SNMP or email • Continuous uptime
- Remote management
- Advanced features: Virtualized LUN, Environment Capture, Statistical Reporting



6190 Corte Del Cedro Carlsbad, CA 92009 Phone: (760) 683-2500 Fax: (760) 683-2599 WEB: www.nstor.com

Storage Expansion

Virtual Booth 3979 • Virtual Product 1900

SANmelody™ software converts PC servers into costeffective expansion disk servers. Their added capacity appears as additional internal drives to disk-starved servers on LANs or SANs. This simple solution eliminates the need to commission extra application servers when the existing systems have no more room to add disks. Advanced options include point-in-time snapshots, auto failover across redundant disk servers, auto provisioning of disk space and long-distance asynchronous replication over IP WANs. These functions are host-independent and operate without occupying resources on the application servers

To enhance application security and availability, SANmelody-equipped disk servers can maintain up-to-date copies (mirror images) of critical data currently housed on internal disk drives.



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WEB www.datacore.com

Data Storage Management

Virtual Booth 4041 • Virtual Product 1984

CaminoSoft's Managed Server HSM(tm) software provides a straightforward, cost-effective solution for managing the complexities of data storage. Combine the software with your Windows 200X and NetWare production servers and a host of off-the-shelf storage devices, including SAN, ATA/RAID, NAS, optical, and tape subsystems. The result is a finely tuned data storage resource supporting virtually infinite growth and availability. *Call for a price quote.

- Installs easily and quickly with no required production server downtime
- Aggregates multiple storage resources into a virtual central storage pool
- Provides seamless access to files---user directories remain unchanged
- · Dramatically reduces the amount of time needed for backup/recovery



600 Hampshire Road, Suite 105 Westlake Village, CA 91361 Phone: (805) 370-3100 Fax: (805) 370-3200 WEB: www.caminosoft.com

SCSI Diagnostics

Virtual Booth 3820 • Virtual Product 1614

SCSItoolbox[™]

The SCSItoolbox is the industry's most advanced and widely used testing and diagnostic tool. In use worldwide since 1992, the SCSItoolbox encompasses every tool that you need to test, troubleshoot, configure, and diagnose any single-ended; differential, SCSI 1, 2, 3, wide or narrow devices; Ultra II, Ultra3; FC; iSCSI; SATA; ATAPI; or SAS device.



PO Box 620520 Phone: (303) 972-2072 WEB: www.scsitoolbox.com

Littleton, CO 80162 Fax: (480) 802-1217 EMAIL:sales@scsitoolbox.com

I/O Acceleration Software

Virtual Booth 3729 • Virtual Product 1435

Precision I/O will open up the server-to-network bottleneck for the first time with a software solution using the standard IP/Ethernet infrastructure already present in virtually every data center. Precision I/O's technology is inserted between an application and a network interface to relieve operating systems of I/O chores, letting the server focus on more important tasks associated with application processing.

- 100% Ethernet-based so there are no new standards, no new protocols, no new networking fabric.
- · Boost transaction throughput two to seven times.
- Results in one-third of the latency of existing Ethernet deployments.
- Eliminating the bottleneck with the short transactions. typically found in server-to-server, database, and cluster.

Precision I/O

3400 Hillview Ave. Palo Alto, CA 94304 Phone: (650) 739-1700 Fax: (650) 739-0838 WEB: www.precisionio.com

iSCSI Target Software

Virtual Booth 3905 • Virtual Product 1777



WinTarget is a powerful iSCSI target software solution designed specifically for the Windows 2000/XP/2003 platform that enables IT departments to benefit from cost-effective

network storage solutions. Leveraging the iSCSI protocol, WinTarget enhances Windows sharing of disk systems over an Ethernet network. WinTarget seamlessly integrates into the operating system enabling customers to leverage their investment in Windows by providing networkwide secure storage provisioning and high availability. Storage capacity is no longer trapped behind a single server or unavailable if a single server fails. Typical applications of WinTarget include sharing locally attached free disk resources among servers, extending high-performance fault-tolerant disk devices across the network, consolidating storage, or creating cost-effective cluster environments.



19634 Club House Rd., Ste. 320 Montgomery Village, MD 20886 Phone: (301) 977-7800 Fax: (240) 597-8783 WEB: www.stringbeansoftware.com

Application Virtualization Virtual Booth 4032 • Virtual Product 1972

Softricity® helps enterprises simplify and accelerate their entire software management and deployments with SoftGrid® - the industry's first application virtualization infrastructure solution - reliably and cost-effectively for past, present and future applications. SoftGrid transforms Windows applications from products that must be installed locally into virtual services that are centrally configured, managed, and deployed on-demand to Windows desktops, laptops and Terminal Services/Citrix MetaFrame Presentation servers preventing application conflicts, eliminating regression testing and increasing change management responsiveness. By streamlining deployment, upgrades, patches and terminations, SoftGrid saves companies tremendous time and money, increases quality of service and provides the flexibility needed for today's dynamic business environment.



27 Melcher Street, 3rd Floor Boston, MA 02210 Phone: (877) 763-8737 Fax: (617) 338-7769 WEB: www.softricity.com

Scheduling Software Virtual Booth 4188 • Virtual Product 2205

On-Time Operator scheduling software automatically runs a computer program, such as .exe, .bat, music files, etc at pre-determined intervals (e.g. every 20 minutes) or at a given time of the day. It also does a lot more, with built in,

- easy to use GUI driven utilities supplied to: · Perform unattended backups
- Dial up an ISP for an Internet connection
- File/Folder split/merge, compare & report
- Transfer files across networks & nodes
- Trigger a secondary .exe based on name of a file dropped into a folder

Extensive query-enabled logs are maintained for debugging, and testers find the log invaluable for testing and benchmarking computer hardware and software. For trial copy go to www.isuru.com/download/dnldq2sk.asp



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True Cross-Platform / Multi-Platform Solution OpCon/xps is a fast flexible way to automate and control a wide range of IT & business processes. It is one efficient tool that does the work of many; reducing IT cost, complexity and risk by dynamically responding to changes in your

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Enterprise Mgmt. Software Virtual Booth 3793 • Virtual Product 1559



Enterprise Configuration Manager captures tens of thousands of configuration variables on every server and workstation in your organization. See

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Tripwire For Servers

Virtual Booth 4066 • Virtual Product 2023



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Tripwire for Network Devices

Virtual Booth 4066 • Virtual Product 2024



Tripwire® for Network Devices is a multi-vendor network configuration management software product that centrally manages, monitors, and reports changes made to routers, switches and other network assets. Rely on Tripwire for Network Devices to increase network uptime, enable staff efficiencies, demonstrate compliance with internal IT policies or government regulations, and enhance security.

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Clustering Solutions

Virtual Booth 3920 • Virtual Product 1792

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IT Lifecycle Management

Virtual Booth 4149 • Virtual Product 2128



Altiris offers Web-enabled solutions that easily manage desktops, notebooks, handhelds and servers. Altiris provides fully integrated systems management solutions for client and mobile, server, and asset management that automate, simplify, and reduce the cost of IT lifecycle management. Download a free 30-day evaluation copy. www.altiris.com.



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Media Management System Virtual Booth 3998 • Virtual Product 1943





Vertices® Media Management System is the comprehensive, scalable disaster recovery tool that will help you meet even the most stringent business continuity guidelines. Vertices lets you easily store, track, move and protect all the media your company generates. And since Vertices integrates seamlessly with your backup system, the tracking / logging of your backup media will be done automatically.



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Patch Management Service Virtual Booth 3819 • Virtual Product 1754

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Security Update Manager

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- Integration with Microsoft Security Web site



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Application Monitoring Virtual Booth 3990 • Virtual Product 1925



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Application Performance

Virtual Booth 3920 • Virtual Product 1793

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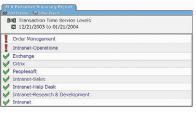


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End-To-End Performance

Virtual Booth 4043 • Virtual Product 1985

\$34,500 Starting Price



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Web Monitoring/Analysis Virtual Booth ???? • Virtual Product ????



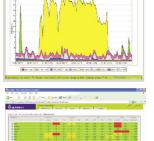
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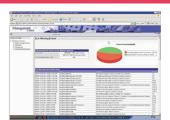


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Network & System Mgmt. Virtual Booth 4010 • Virtual Product 1954



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Data Center Management

Page 49

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Virtual Booth 4058 • Virtual Product 2006



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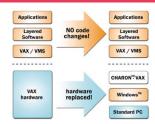
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PC Remote Support Software

Virtual Booth 3784 • Virtual Product 1548

\$189 Retail Price



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April 8, 2005

Data Center Automation

Virtual Booth 4028 • Virtual Product 1967

BladeLogic Operations Manager™ is a suite of enterprise-class data center automation solutions that enables organizations of any size to provision, configure, and manage large-scale distributed server environments more effeciently. Using BladeLogic Operations Manager, Global 2000 and other leading companies such as Chicago Mercantile Exchange, HSBC, priceline.com, SunGuard, Time Warner Cable, and Wal-Mart.com have been able to:

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Terminal Emulation

Virtual Booth 4053 • Virtual Product 1998

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April 8, 2005

Dynamic Software Mgmt

Virtual Booth 4202 • Virtual Product 2252



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Virtual Booth 3909 • Virtual Product 1780



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- Microphone volume control
- Contact Book
- · History list of the most recently used phones
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- Skinnable interface



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- seconds Calling time
- Skinnable interface



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VoIP Network Assessment

Virtual Booth 4212 • Virtual Product 2269

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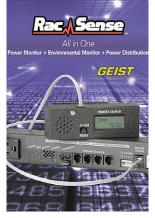


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Virtual Booth 4207 • Virtual Product 2259



An advanced, practical, and cost-effective way to distribute and organize all electronic cabling systems in the modern day workplace. Cablefloor's low-profile design increases floor height only 2 1/2" (6.4cm).

So electronic cabling structure can be reconfigured, serviced, or upgraded in a fraction of the time required by conventional cable management methods.



525 Boren Avenue North Phone: (206) 682-8652 WEB: www.cablefloor.com

Seattle, WA 98109 Fax: (206) 682-0407 EMAIL: info@cablefloor.com

Floor Lifter and Bracket

Virtual Booth 3832 • Virtual Product 1627

Kit Price \$79.95



Every Data Clean Floor Lifter features premium quality rubber suction cups to provide a strong, safe grip on even the heaviest floor tiles. Rugged cast-aluminum handles provide strength without excess weight.

Data Bracket. The enameled heavy-gauge steel mounting plate is equipped with a durable, universal bracket to hold the Data Clean Floor Lifter.



1033 Graceland Avenue Phone: (800) 328-2256 WEB: www.dataclean.com

Des Plaines, IL 60016 Fax: (847) 296-6870 EMAIL: sales@dataclean.com

Floor Grommet

Virtual Booth 3832 • Virtual Product 1628

As low as **\$70** per unit



The more technology you pack in, the harder it is to keep cool, and hotspots quickly turn into trouble spots. And those uncovered cable openings in the floor dumping pressurized plenum air into the room instead of into your equipment racks aren't helping matters one bit. Seal them up with koldlok raised floor grommets and keep your critical cold air circulating where it belongs.



1033 Graceland Avenue Phone: (800) 328-2256 WEB: www.dataclean.com

Des Plaines, IL 60016 Fax: (847) 296-6870 EMAIL: sales@dataclean.com

Portable Air Conditioner

Virtual Booth 3731 • Virtual Product 1437

Starting Price \$2,350





tions • Up to 2 tons in 115 volts • 1 to 10 tons of capacity

• Air and water-cooled systems

· Control server room temp

• Offers flexibility at low cost

• Protects electrical equip.

• Designed for continuous

· Solutions for all applica-

- Split air-cooled systems
- 32 different models Easy installation

WEB: www.kwikool.com

701 Holmes Road Houston, TX 77045 Phone: (800) 594-5665 Fax: (713) 660-6601

Portable Air Conditioner

Virtual Booth 2180 • Virtual Product 1638



The PA4000 is a portable and compact air conditioner designed for localized cooling in small areas. It can be deployed quickly & easily, providing up to 4kW of air conditioning, without the need for an expensive installation. The PA4000 complements APC's line of innovative cooling solutions for corporate data centers, small to medium businesses. access providers and small office & home office users.



132 Fairgrounds Road West Kingston, RI 02892 Phone: (888) 289-2722 x 3117 Fax: (401) 788-2797 WEB: www.apc.com EMAIL: esupport@apc.com

Data Center Air Conditioning

Virtual Booth 3952 • Virtual Product 1858



Data Aire provides a full range of computer room air conditioning products including floor, ceiling, and wall mounted units ranging from 1 to 50 tons. A cut away of the Data Aire series unit shown here is the ideal choice for your computer room. This line comes in either DX (6 to 30-ton) or Chilled Water (7 to 50-ton). Let Data Aire be your choice in process and precision cooling.



230 W. BlueRidge Ave. Orange, CA 92865 Phone: (800) 347-2473 Fax: (714) 921-6010 WEB: www.dataaire.com

Power Distribution For Racks And Cabinet Enclosures

Engineered and manufactured in the United States for power requirements around the world.



Providing Manufacturing Excellence Since 1973!

PC 34XX-NET Series

Secure cables to prevent

· Design integrates PDU, cables and rack into a secure single system.

www.pulizzi.com/ipc

TPC 2104 Series www.pulizzi.com/international



- · 0U or 1U mounted
- 110-125V~ or 200-240V~, 20A input 16A output • (16) IEC60320 C13 outlets
- IEC60320 C20 power inlet
- EMI/RFI filtering, surge suppression
- Over-current protection

- Remote-Reboot/power management via Ethernet, TCP/IP, Dial-Up, Direct Serial
- 85-264V~/20A input 16A output
- Control up to 10 racks or 80 devices · Automatically sequence your systems power up or down with
- Multiple Time Delay™ (8) IEC60320 C13 outlets IEC60320 C20 power inlet
- EMI/RFI filtering, surge suppression
- UL498 Listed Main Disconnect
- Breaker





FREE









(785 - 4994)

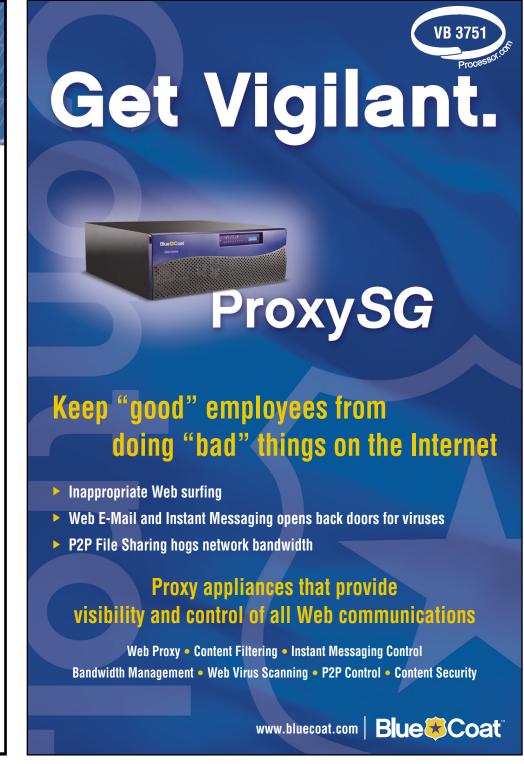








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Cable ID System

Virtual Booth 3946 • Virtual Product 1852



AAA Cable Markers - The Professional Solution

- Organize patch panels & racks quickly
- White "C" clips numbered in black - 0 to 9
- Identify cable ends at a glance
- Connect while network is operational
- Clip on / clip off / rotate for EZ viewing
- Fits category 3,4,5 or 6 standard cables
- Each 400+ count bag can dress 96+ cables



1865 Alburn Street, 2nd Floor El Dorado Hills, CA 95762 Phone: (916) 281-2244 Fax: (847) 589-4053 WEB: www.aaa-communications.com EMAIL: sales@aaa-communications.com

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Power Tower XL Dual Power

Virtual Booth 931 • Virtual Product 1072



- Dual power feeds in one enclosure
- Group outlet control for up to 4 power circuits
- Remote reboot via IP
- Secure HTML GUI, SNMP, RS-232 access 120/208 VAC 15, 20 & 30-Amp models
- True RMS Input Current Monitoring
- Power-up Sequencing



1040 Sandhill Road Reno, NV 89511 Phone: (775) 284-2000 Fax: (7752842065 WEB: www.servertech.com EMAIL: sales@servertech.com

April 8, 2005

Power Tower XL Zero U

Virtual Booth 931 • Virtual Product 1071

- Remote Reboot via IP
- · Secure HTML GUI, SNMP, RS-232 access
- 120/208 VAC 15, 20 & 30-Amp models
- True RMS Input Current Monitoring
- Power-up Sequencing
- Link to a second tower for group outlet control



1040 Sandhill Road Reno, NV 89511 Phone: (775) 284-2000 Fax: (775) 284-2065 WEB: www.servertech.com

Sentry Commander PT40

Virtual Booth 931 • Virtual Product 1073



- Remote Power Management & Pass-Through Console Port Access
- · 4 Pass-Through ports for console management of serial devices
- 4 power outlet receptacles
- · Secure in-band or out-of-band communications
- Field-Replaceable internal Global Secure Modem



Reno, NV 89511 Phone: (775) 284-2000 Fax: (775) 284-2065 WEB: www.servertech.com

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International Power Control

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TPC 2104 Series

- 0U or 1U mounted
- 110-125V or 200-240V 20A input 16A output
- (16) IEC60320 C13 outlets
- IEC60320 C20 power inlet
- EMI/RFI filtering, surge suppression
- Over-current protection



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Santa Ana, CA 92704-6839 Fax: (605) 334-4999 EMAIL: sales@pulizzi.com

Zero U PDU w / Monitoring

Virtual Booth 2144 • Virtual Product 780



24 RECEPTACLE REMOTE POWER **MONITORING & DISTRIBUTION**

- Current, Voltage, Power, and Temp Monitoring
- LCD Screen Display
- RS232 Interface 120/208VAC 10,20,30A Models
- Power Distribution and Monitoring In One Unit



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Power Control & Monitoring

Virtual Booth 2144 • Virtual Product 778



8 RECEPTACLE POWER CONTROL AND MONITORING

- Current, Voltage, Power, and Temp Monitoring
- LCD Screen Displays Power Monitoring Information
- RS232 interface, 120/208VAC 10,20,30A Models • Turn On, Off, or Reboot any or All Receptacles



5239 Avenue A Long Beach, MS 39560 Phone: (800) 523-2702 Fax: (228) 563-7335 WEB: www.baytech.net

Isobar® Surge Suppressor Virtual Booth 3710 • Virtual Product 1331



Premium protection against surges, spikes and line noise

- 12 outlets
- All-metal housing
- 1280 ioule rating
- Isolated filter banks remove EMI/RFI line interference
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- \$25,000 Ultimate Lifetime Insurance



1111 W. 35th Street Chicago, IL 60609 Phone: (773) 869-1234 Fax: (773) 869-1329 WEB:www.tripplite.com/promo/proc

Trans Switch w/Pwr Control

Virtual Booth 2144 • Virtual Product 779



8 RECEPTACLE POWER CONTROL / MONITORING WITH TRANSFER SWITCH

- Current, Voltage, Power, and Temp Monitoring
- Automatic Transfer Switch
- RS232 or Network Interface 120/208VAC 10, 20, 30A Models
- Turn On, Off, or Reboot any or All Receptacles



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Fail-Safe Transfer Switch

Virtual Booth 931 • Virtual Product 1074



- Provide redundant power to single-power supply servers
- · Auto-switches to a secondary power source if the primary becomes unavailable
- Universal voltage: 120V or 208-240V
- Primary select switch to designate the primary & secondary power feeds
- LED lights indicate which power source is in use



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High Capacity Power Mgmt. Virtual Booth 2879 • Virtual Product 2336



Zonit - A turn-key system that is superior to the traditional "build-as-you-go" approach

 Zonit delivers the highest power capacity of any 2-U network power unit

- Provides full power redundancy Simplified load balancing
- ensures fast and accurate device installation Eliminates traditional cord
- Streamlines site planning and upgrades



1821 Yolande Ave Lincoln, NE 68521 Phone: (800) 432-3219 Fax: (402) 474-4369 WEB: www.zonit-geist.com EMAIL: support@geistmfg.com

Power Management

Virtual Booth 3385 • Virtual Product 2234

Dualcom™ *M Series*



Mpower your Data Center with the new M Series Power Management and more...

A Cyber Breaker on each outlet (M 820C Plus) • Monitor current on each outlet (M 820C) • Schedule outlets on/off • SNMP management • Login/password security • Event logging • Give outlets descriptive names • Programmable stagger on/off times • Intuitive user interface



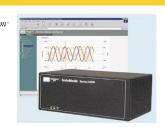
1580 Berger Drive Phone: (888) 311-6277 WEB: www.cyberswitching.com

San Jose, CA 95112 Fax: (408) 975-0941 EMAIL: info@cyberswitching.com

Power Quality Monitoring

Virtual Booth 4178 • Virtual Product 2188

XXSignature System∙



The Signature System™ is an integrated, Web-browserbased platform that allows users to remotely--and in real time--monitor their power systems. A modular power quality and energy management tool, the Signature System is successfully used by data centers, mission-critical facilities, and banking/financial institutions around the world. Ask for our free white paper/case study.



1000 New Durham Rd. Edison, NJ 08818 Toll Free: (800) 372-6832 Phone: (732) 287-3680 WEB: www.dranetz-bmi.com EMAIL: sales@dranetz-bmi.com

3U Rack/Tower UPS System

Virtual Booth 3710 • Virtual Product 1329



Model: SMART5000RT3U

Provide uninterruptible 120-208V power to servers, networking and telecom equipment during blackouts, brownouts and other power problems

- 5000VA power capacity
- Pure sine wave output in battery backup mode
- •14 outlets (10 15-amp, 2 20-amp and 2 twist-lock 30-amp)



1111 W. 35th Street Chicago, IL 60609 Phone: (773) 869-1234 Fax: (773) 869-1329 WEB:www.tripplite.com/promo/proc EMAIL:info@tripplite.cor

Online UPS 700VA - 3200VA

Virtual Booth 3804 • Virtua Product 1582



- Double-conversion UPS for Servers, VoIP, SANs
- 2U rack or tower installation
- Digital Quality Power maximizes performance for highdensity apps
- Power Management software suite included
- Automatic bypass adds redundancy; simplifies maintenance
- Hot-swap internal batteries and extended battery or fuel cell options for multihour backup times

UPS SYSTEMS

1660 Scenic Avenue Costa Mesa, CA 92626 Phone: (800) 523-0142 x3500 Fax: (714) 434-0865 WEB: www.mgeups.com/us

Enterprise 3-Phase UPS

Virtual Booth 3804 • Virtual Product 1581



- 555kVA to 800kVA Compact footprint, high density
- Web server-on-a-chip technology for instant monitoring
- · Generator friendly eliminates compatibility problems
- Fault tolerance allows UPS to withstand shorts
- Precise voltage regulation limits voltage transients Less than 4% THD on output for distortion-free sinewave
- High operating efficiency cuts operating costs

UPS SYSTEMS

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Standby UPS

Virtual Booth 3923 • Virtual Product 1802



For Workstation, Peripherals, POS, Alarm & Phone Systems

- Microprocessor conrolled with EMI/RFI noise filter
- 3 Battery powered outlets and 3 surge protected outlets
- USB connectivity, Software CD & USB cable included • Surge protection for phone/ modem/ fax modular combo
- 5 LEDs/6 functions: using battery, A/C bypass, overload, check battery, equipment wiring fault, & surge protection



1043 Segovia Circle Placentia, CA 92870 Phone: (714) 630-0228 Fax: (714) 630-0273 WEB: www.TriProUSA.com

Battery Monitoring System Virtual Booth 3981 • Virtual Product 1905



BTECH's S5 Series Battery Monitoring & Validation System has been designed specifically for your UPS battery cabinet. Our patented and proven impedance measurement technology finds bad batteries well before they pose a risk to your critical systems. Plus, with battery sensing harnesses predesigned & tested for your specific cabinet, installation time is cut in half while increasing system reliability.



102 American Rd Morris Plains, NJ 07950 Phone: (973) 683-9950 Fax: (973) 683-9951 WEB: www.btechinc.com

Server Cabinet

Virtual Booth 353 • Virtual Product 196



- Support Complete Solution
- 11U 42U H, 23" 40" D
- Ships within 2 Days
- · Black or White
- · All models come with:
 - Tempered plexiglass front door
- Solid metal side and rear doors
- 3 fans
- Castors - Leveling feet
- 50 screws



12345 Mills Ave #29 Chino, CA 91710 Phone: (909) 465-6886 Fax: (909) 465-1457 WEB: www.huntec.com

Rugged Server Cabinet

Virtual Booth 3821 • Virtual Product 1616



Big, Rugged cabinets for today's larger servers

- Elite II Server Cabinet
- 42" Deep (84"H x 24"W)
- 1800 lbs. Weight capacity
- Includes built-in cable management • Retractable anti-tip legs
- provide stability • Includes three pairs of
- adjustable M6 rails
- FREE 24/7 hotline technical support



1000 Park Drive Lawrence, PA 15055-1018 Phone: (724) 746-5500 Fax: (800) 321-0746 WEB: www.blackbox.com

Server Racks & Cabinets

Virtual Booth 4216 • Virtual Product 2294



Superb Quality, **Unparalleled Versatility Open or Enclosed Racks**

- Choose from EIA standard Widths: 19". 23". 24" or 28" Depths: 24", 30", 36" or 42" Heights: 14u, 20u, 24u, 30u, 35u, 40u, 44u, 48u
- Includes 3 pairs of universal adjustable rackrails, casters and levelers, screws/nuts. Can do custom. 7 colors. Complete accessories avail.

See our IT70 GSA Schedule #GS-35F-0208R



915 S. Jupiter Road Phone: (866) 207-6631 WEB: www.rackmountsolutions.net

Garland, TX 75042 Fax: (972) 276-6484 EMAIL: sales@rackmountsolutions.net

Enclosure Cabinet

Virtual Booth 4106 • Virtual Product 2329



19" Enclosure Cabinet

- 42 U x 36" Deep • 4 Mounting Rails
- Front and Rear Lockable Doors, choice of Solid. Tempered Glass or Perforated
- 2 Removable and Lockable Side Panels
- 4 Dual Wheels

On Sale and ready to go!



2-61 Borden Avenue Long Island City, NY 11101 Phone: (888) 222-7270 Fax: (888) 410-0671 WEB: www.hergo.com

Relay Rack System Virtual Booth 4106 • Virtual Product 2319



4 Post 19" Relay Rack User adjustable design accomodates equipment from 24" to 36.5" Deep.

Special Hergo iRack 42U - \$245 26U - \$235 12U - \$225

- 4 Heavy-Duty Steel
- Uprights 4 Gliders
- Ships Knock-Down
- Easy to Assemble



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Vertical Racks

Virtual Booth 4230 • Virtual Product 2337

Pro Series II Vertical Racks



- Fully adjustable rack rails
- Heavy-duty welded frames
- Independent lift-off side
- panels w/optional lock Open top & bottom w/19-
- inch EIA mounting
- Custom vented side panels NEMA conduit knock-out
- stop and bottom
- Tapped rack rails—front and rear
- Vented top panel (optional) • 10-inch fan (optional)
- 7-inch wide wiring spacer (optional)



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LCD Arms

Virtual Booth 2972 • Virtual Product 1343



- Multi-directional adjustments for optimal viewing
- · Gas-Strut & Ball-Joint System
- Supports LCD panels up to 25 lbs
- Desk or Wall Mount
- Strong die-cast aluminum construction
- Excellent Quality, Performance, Value



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Fireproof Modular Vaults Virtual Booth 3902 • Virtual Product 1772

These vaults are used for protecting information assets, which are stored as vital records and require the highest possible level of environmental protection.

Typical uses for the Media Rated Vault include optical disks, digital tape and floppy disks, which include corporate records, tax records, financial documents, LAN back-ups or shadowing of the file servers via electronic vaulting.

Typical uses for the Magnetic Media and Computer Room Vault include corporate or data processing libraries, media jukebox and silos. Any large archive of optical disk, digital tape or other magnetic media, which include information vital to the business continuity of the organization should consider this alternative. Firelock can design any failsafe vault to meet your needs.



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April 8, 2005

Serial ATA Mobile Rack

Virtual Booth 3255 • Virtual Product 2279



- For SATA Hard Drive
- Fits standard 5.25" bay
- Aluminum sided
- 3 built-in fans
- Auto-close doors keeps dust out
- Key lock to secure your data
- 1 Year Warranty

BASON COMPUTER

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Simi Valley, CA 93065 Fax: (805) 426-1011 EMAIL: sales@basoncomputer.com

Laptop Security

Virtual Booth 3854 • Virtual Product 1653



Benji 2 USD

\$79

- The Benji can be bolted down to a desk, podium or cart or affixed with a cable.
- · When locked in the closed position, the laptop cannot be opened and accessed.
- Most laptop thefts are internal thefts. When locked in the open position, the laptop cannot be concealed and will not get past the security cameras.



6811 Edwards Boulevard Mississauga, ON L5T 2S2 Canada Phone: (800) 275-5792 Fax: (905) 893-4311

WEB: www.compucage.com

Server/Tower Protection

Virtual Booth 3568 • Virtual Product 1096



- Industrial Computer **Enclosure**
- Protect your valuable equipment from dirt and dust
- Includes a fan and exchangeable filter system to keep dirt out of your hardware
- Locking doors
- Protect from water, theft, dirt, I/O damage, software tampering

\$469



2823 S. Broadway Englewood, Co 80110 Phone: (888) 298-3269 Fax: (303) 980-5740 WEB: www.bytebox.com

Scalable Managed Rack

Virtual Booth 3943 • Virtual Product 1836



- Centralization of disparate management tools by delivering a single IP address to each rack with scalability of
- 1 to 42 ports per rack Active Directory integration
- Vertical PDU, Patch Panel and Centerline Backplane architecture delivers remote management, power & connectivity to each individual rack unit
- RCI Cable Harness System provides for network and storage connectivity



6801 South 180th Phone: (800) 227-5953

Tukwila, WA 98188 http://www.synaptixrack.com/contact.html

Mobile Workstation Cart 69"H

Virtual Booth 4106 • Virtual Product 2076

\$575

Starting at

- Uniquely designed for
- 4-sided mounting on Post Flat Panel LCD-KB/Mouse tray easily adjustable
- LCD Mount Tilts &
- Swivels in all directions CPU Holder - adjustable from 4-8"
- Cart Handle for hassle free navigation in crowded area
- Heavy Duty Circular Base Stablilizer
- Cart Base with 4" Casters -3 Lockable and 2 Non-Lockable



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Rackmount Shipping Cases

Virtual Booth 3488 • Virtual Product 1743



- Shock Isolation Rack Cases (elastomeric style F8 or foam isolation style F4) Provide the Ultimate Protection
- Heights Ranging from 4RU to 43RU- stock and custom
- Front and Rear Tapped Rack Rails
- Swivel & Locking Casters

For other sizes, configurations and options-contact us



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Media Storage / Transport

Virtual Booth 4111 • Virtual Product 2082



- Molded with exclusive Perm-A-Store H.D.P.E. to assist in the dissipation of g-force impact without foam
- Water Resistant
- Molded dividers cradle each cartridge
- Double walls help reduce thermal shock
- Exclusive impact resistant contours Lockable
 - TURTLE

6325 Sandburg Road - Suite 1100 WEB: www.turtlecase.com

Golden Valley, MN 55427 Phone: (763) 230-3911 EMAIL: info@turtlecase.com

Thermal Mgmt. Solution Virtual Booth 4029 • Virtual Product 1968



Max-IT™, a scalable enclosure combines Kool-IT™ thermal management technology with high density cable and power management. Variable speed fans adjust automatically to maintain temperature set point. Dual power ensures n+1 redundancy of cabinet fans and alarms. Max-IT's "sidecar" moves cable & power "outside the box" to give you a more flexible solution for your data center.



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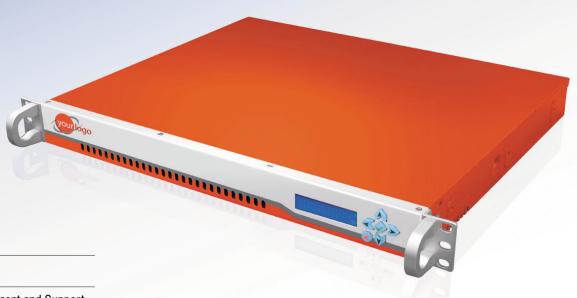
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- 512MB Solid State Flash Drive
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- 3 Year Warranty

- Worldwide Deployment and Support
- Custom Branded Packaging Available
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- · No Minimum Quantity Required

\$999 or lease for \$31/mo.

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- Ray S., Crate and Barrel

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16 Port Console Server

Virtual Booth 3608 • Virtual Product 1152



8 port - 48 port models available

- Full Distribution Linux (not embedded)
- Open SSH, OpenLDAP, NIS, Radius, TACACS+
- SSH direct to port/IP option
- Field Updates via RPM
- Sun "Solaris Ready"
- Dual Power, Dual NIC models available



100 Washington Street Milford, CT 06460 Phone: (800) 291-3211 Fax: (203) 783-9949 WEB: www.thinklogical.com

Mission-Critical Server

Virtual Booth 3608 • Virtual Product 1156



32 Port Sentinel32 / Secure Console Server

- Dual "hot-swappable" Power Supplies
- "Hot-swappable" Interfaces
- Full Distribution Linux (not embedded) • OpenSSH, OpenLDAP, NIS, Radius, TACACS+
- · Sun "Solaris Ready"
- Available with 100BaseFX Network Connectivity



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Secure Console Access

Virtual Booth 1829 • Virtual Product 1895



The Equinox console manager, available in 8, 16, and 48-ports, provides secure in-band and out-of-band connections to console ports of servers and serially managed devices. Important features include: SSH v2/Telnet host, strong authentication, offline buffering, SUN break safe, and point and click access to serial consoles, KVM and power. Call for a 30-day evaluation.



One Equinox Way Sunrise, FL 33351 Phone: (800) 275-3500, ext. 247 Fax: (954) 746-9101 WEB: www.equinox.com

Fiber Switch

Virtual Booth 4117 • Virtual Product 2090





Four auto-negotiating 10/100 ports & one 100Base-FX port with a choice of multi-mode, single-mode, ST, SC, MTRJ, LC or simplex connections. This small footprint layer 2 switch is priced lower than most media converters yet offers the benefit of the extra ports. Easy wall or DIN Rail mount a 12 VDC external power supply is included and it's backed by a 15-year warranty. Made in the USA.



Fremont, CA 94539 Phone: (510) 440-0242 Fax: (510) 659-8296 WEB: www.ethercom.com EMAIL: marketing@ethercom.com

1409 Fulton Place

Internet Caching Appliance Virtual Booth 4145 • Virtual Product 2121



Avantis ContentCache™

ContentCache is a plug-andplay Internet caching appliance that is very easy to install and use.

This high performance proxy server is powered by Microsoft Internet Security and Acceleration (ISA) Server. It is a smart Web caching appliance that is installed on a network to speed up access to Web content.



500 Executive Blvd. Ossining, NY 10562 Phone: (800) 431-1658 Fax: (914) 944-0717 WEB: www.kintronics.com

Web Caching Appliance Virtual Booth 4159 • Virtual Product 2142

Starting Price \$1,995



The Procyon Web Caching Appliance offers security, reliability, and flexibility by leveraging the power of Open Source Software. Combining a tightly integrated hardware platform with an easy-to-use GUI and proven software components, the Procyon is an affordable and powerful caching solution for ISPs, small business, enterprise and education environments.

swelltechnology

WEB: www.swelltech.com

EMAIL: info@swelltech.com

WAN File Services Appliance Virtual Booth 3911 • Virtual Product 1782



Tacit Networks' multi-protocol, multi-platform Wide Area File Services solution supercharges the WAN to provide:

- Real-Time, Read/Write Remote Office File Collaboration
- Storage and Server Consolidation
- Remote Office Data Protection

Tacit Networks leverages existing file storage, security & IT infrastructure to convert the WAN into a unified, global LAN.



4081G Hadley Road South Plainfield, NJ 07080 Phone: (908) 757-9950 Fax: (908) 845-0370 WEB: www.tacitnetworks.com

WAP Gateway

Virtual Booth 4088 • Virtual Product 2051

The WAP Gateway acts as a bridge between the Internet world and the mobile world and offers services such as end-user authentication, encoding of WML pages, and WML script compiling. WAP uses the underlying Web structure to render more efficient communication between content providers and mobile devices. The wireless protocol employs Wireless Markup Language (WML) for application contents instead of Hypertext Markup Language (HTML).

An important feature of WAP is the support of telephony service integrated with microbrowsing of data. aveAccess WAP Gateway acts as a proxy between the wireless network and the Internet while encoding WAP data into byte code to conserve bandwidth.



100 Franklin Square Dr., Suite 401 Somerset, NJ 08873 Fax: (732) 412-2145 WEB: www.atinav.com

Performance Mgmt Virtual Booth 4172 • Virtual Product 2178



The VIEO appliance manages performance of Microsoft Web and Citrix application infrastructures, unifying visibility and control in a single intuitive interface. In Web environments it measures application service levels in real time, diagnoses problems, and automates changes required for business certainty. For Citrix environments, it enables proactive problem diagnosis before users call the help desk and automatically provisions servers to meet business demands.



12401 Research Blvd, Bldg. 1 Austin, TX 78759 Phone: (866) 999-VIEO (8436) Fax: (512) 257-3101 WEB: www.vieo.com

Redundant Internet Access

Virtual Booth 4204 • Virtual Product 2253



The PowerLink Pro100™ creates multi-homed networks without BGP to eliminate link congestion and bottlenecks for fault tolerant connectivity and continuous service availability. Key benefits include:

- Intelligent traffic management and load balancing across all links
- Automatic link failover including VPN and VoIP failsafe with traffic shaping to guarantee availability and



2500 Holly Lane #60 Plymouth, MN 55447 Phone: (800) 669-6242 Fax: (763) 551-0664 WEB: www.astrcorp.com EMAIL:salesinfo@astrocorp.com

DNS-To-IP Gateway

Virtual Booth 3892 • Virtual Product 1758



The XC-DPG602 is an authoritative DNS to IP gateway that resolves a domain name to its respective IP addresses. This new capability allows for outbound & inbound loadbalancing and failover for servers located behind the gateway

2 x 10/100 WAN Ports • 4-Port 10/100 Switch 5 yr. warranty • FREE Tech Support FREE Firmware upgrades



2750 Industrial Ave. Hubbard, OR 97032 Phone: (888) 494-6266 Fax: (503) 982-1338 WEB: www.xincom.com

Link Control and Protection

Virtual Booth 3874 • Virtual Product 1711



LinkProof

Radware connectivity solutions enable uninterrupted and cost-effective communications from central headquarters to remote branch offices. Radware ensures full link availability, security and optimized utilization for all connections accelerating distributed application performance while cutting connectivity costs end-to-end.



575 Corporate Drive, Suite 205 Mahwah, NJ 07430 Phone: (201) 512-9771 Fax: (201) 512-9708 WEB: www.radware.com EMAIL: info@radware.com

Intelligent Traffic Manager

Virtual Booth 3847 • Virtual Product 1640

Retail price \$4.000



Internet Service Management Device Entry Level Model ISMD-5M (up to 5Mbps)

ISMD is a comprehensive network traffic management system that features multi-homing load balancing, Application-layer traffic shaping, P2P traffic filtering and worm-scan detection and blocking. Your ROI guaranteed in less than one year.



90 Mark Tree Road Centereach, NY 11720 Phone: (631) 467-4381 Fax: (631) 467-4597 WEB: www.rether.com

Traffic Monitoring Solution

Virtual Booth 4002 • Virtual Product 1948



Allot Communications' traffic management solutions ensure peak performance for high-priority business applications, throttle/block low-priority network traffic (such as P2P), optimize bandwidth utilization based on priorities and provide frontline protection against network aware viruses and DoS attacks. Allot offers a broad portfolio of award-winning LANand WAN-based traffic management solutions with inherent scalability and throughput from 2Mbps to 1Gbps



7664 Golden Triangle Dr. Eden Prarie, MN 55344 Phone: (877) ALLOT-CO Fax: (952) 944-3555 WEB: www.allot.com

Cat5 100BaseT A/B Switch

Virtual Booth 4184 • Virtual Product 2213



Model 4421 100BaseT A/B Switch, with RJ45 A, B, and COMMON ports, provides Cat5 performance. Internal circuitry ensures isolation between the A and B devices/networks. Password-protected RS232 serial security enhanced Supervisory Remote Port is included. GUI software is available for computers running Windows 95/98/NT/Me/2000/XP. Provides quick network backup.



Electro Standards Laboratories

36 Western Industrial Drive Cranston, RI 02921 Phone: (877) 943-1164 Fax: (401) 946-5790

WEB: www.electrostandards.com EMAIL: sales@electrostandards.com

Managed Media Converter Virtual Booth 3936 • Virtual Product 1825



- Managed/unmanaged standalone or chassis based mdls
- 100Mbps, 10/100Mbps, 10/100/1000Mbps on Ethernet • Optical type/range: Multimode (850 nm)-2Km, 5Km. Single Mode (1310 nm/1550 nm)-25Km, 40Km, 60Km, 100Km
- User selectable straight or cross-over cabling
- User selectable half or full duplex operation
- Optional link-loss-fwding, self-diagnosis, remote loop back



4711 Chino Avenue Chino, CA 91710 Phone: (909) 591-8891 Fax: (909) 591-6962 WEB: www.versatek.com EMAIL: sales@versatek.com

Serial Device Server

Virtual Booth 3795 • Virtual Product 1562



World's Leading LCM Display Serial Device Servers

The NPort 5400 Series provides a convenient and transparent way to connect serial devices to an Ethernet, with basic configuration all that's needed to network your existing serial devices.

- Easy-to-use LCM interface for IP address configuration
- Auto-detecting 10/100 Mbps Ethernet



3001 Enterprise Street, #210 hone: (714) 528-6777 WEB: www.MoxaUSA.com

Brea, CA 92821 Fax: (714) 528-6778 EMAIL: info@MoxaUSA.com

Wireless Device Server

Virtual Booth 2887 • Virtual Product 1865



WiBox

- Wirelessly connects remote devices to the network
- · Allows network mobility for untethered communication
- Industry standard 802.11b wireless interface
- Transparent communications- no need to develop special software 2 DB9 DTE serial ports sup-
- porting RS-232, RS-422, RS-485 communication Compact size enables it to

fit almost anywhere

15353 Barranca Parkway Irvine, CA 92618 Phone: (800) 422-7055 Fax: (949) 453-3995 WEB: www.lantronix.com EMAIL: sales@lantronix.com

000

• 10/100Mbps LAN connectivity

(PoE Injector included)

via TCP/IP and LAT

Page 67

MDU Access Concentrator Virtual Booth 3936 • Virtual Product 1824



- Supports 8/24-Port ADSL II+ Multi-service line cards with built in splitters & 8-port DMT VDSL 4 band line cards with built-in splitters
- Supports 14-port 10/100Mbps Fast Ethernet line cards
- Supports 4-pair fiber optic media converters line cards
- Full system management line cards
- · Optional redundant power supply



4711 Chino Avenue Chino, CA 91710 Phone: (909) 591-8891 Fax: (909) 591-6962 WEB: www.versatek.com EMAIL: sales@versatek.com

Bluetooth® Serial Adapter Virtual Booth 4003 • Virtual Product 1949



WavespeedTM/S Bluetooth serial adapters offer a standalone solution for wireless RS-232 serial cable replacement. Two radio versions available for distances up to 10 meters or 100 meters. Instantly increase user mobility in mission-critical applications such as mobile computing, medical and retail/POS.



11001 Bren Road East Minnetonka, MN 55343 Phone: (952) 912-3444 Fax: (952) 912-4952 WEB: www.digi.com

• Wide array of authentication features, multiple telnet sessions, and multi-protocol support

DigitalNetworks

Power Options: AC or 802.3af Power over Ethernet

Connect to RS232, RS422, and RS423 serial devices

Serial Device Access Server

Virtual Booth 4152 • Virtual Product 2127

20 North Wentworth Avenue Phone: (877) 341-9594 WEB: www.digitalnetworks.net

Londonderry, NH 03053 Fax: (603) 216-0778 EMAIL: sales@digitalnetworks.net

Starting at

\$799 List Price

VDSL Secure Routing Switch

Virtual Booth 4163 • Virtual Product 2148

\$999.99



- LRE Technology enables 10Mbps data transfer over 1.2km
- VLAN and Flow Control
- Established network utilizing existing phone lines (RJ-11)
- Ability to configure the Switch remotely through Telnet
- Simple Network Management Protocol (SnMP) feature

In

- Rack Mountable
- \$65.00 per each CPE modem

GigaFast

17531 Railroad Street, Suite C Rowland Heights, CA 91748 Phone: (626) 964-2960, Ext. 226 Fax: (626) 964-2690 WEB: www.gigafast.com EMAIL: jacob.holker@gigafast.com

DMZ Management Virtual Booth 3969 • Virtual Product 1885

Manage DMZ Devices with a Secure Solution

ZoneRanger is Tavve's new appliance for securely managing devices in your network DMZ.

ZoneRanger is a unique and unparalleled solution for managing difficult to reach areas of your network such as

DMZs and TZs, extranets, or overlapping IP subnet ranges. Integrating with your network management station, ZoneRanger leverages your existing software tools to monitor your devices and applications in the DMZ, proxy SNMP requests, and handle UDP traffic: SNMP traps, syslog events, NetFlow/IPFIX data and SFlow data. All this information is securely passed through a single

firewall port via a 128-bit encrypted TCP connection. ZoneRanger is a viable, cost-effective, and secure solution to meet your DMZ management needs.



Read This Week's Issue Online

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Network Management Virtual Booth 4067 • Virtual Product 2025



Alremote delivers intelligence and control from your remote network. It provides a flexible, scalable means of managing and monitoring your remote locations. This temperature-hardened device gives you diverse I/O to connect to virtually any device, on-board scripting environment for data adaptation, integrated networking capabilities and secure, flexible WAN connectivity.

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5800 Innovation Drive Phone: (800) 798-8896 WEB: www.appliedinnovation.com

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IP Switching System Virtual Booth 4219 • Virtual Product 2303



Coppercom CSX

The CopperCom CSX is an RUS listed, next generation switching system that provides Class 4, Class 5 and IP Services. With a complete set of features including residential CLASS and custom calling features, business group, CALEA, LNP and centrex, the CSX is the perfect solution for service expansion or legacy switch replacement.



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Enterprise Switches

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- Predictable performance through patented three CPU design delivers bestin-class resiliency and security
- Deliver non-blocking, linerate forwarding with access control lists (ACLs) & QoS across all line cards
- Three flexible chassisbased systems to match your capacity and cost



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Milpitas, CA 95035 Fax: (408) 571-3550

Multi-WAN Internet Router

Virtual Booth 4236 • Virtual Product 2341

April 8, 2005



Quad WAN Broadband Router - PermaLink PRI-684 · World's only QuadWAN w/ inbound load balancing for web hosting. Failover, load balancing between WAN lines

- Aggregate Bandwidth and one network connection
- Mix DSL, Cable and Satellite broadband line between WAN lines
- T1 alternative. Combine bandwidths of multiple WAN lines



3350 Scott Blvd. #15 Santa Clara, CA 94054 Phone: (408) 496-1105 Fax: (408) 980-1530 WEB: www.edimax.com EMAIL: sales@edimax.com

Secure Remote Access

Virtual Booth 3723 • Virtual Product 1446



The Secure Remote Access Appliance is powered by Funk Software's Steel Belted Radius® software & provides secure remote and wireless access to corporate networks. The appliance supports all major network equipment providers (VPNs, firewalls, routers, access points) and two-factor authentication servers (like RSA's ACE/Servertm).



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Identity-Driven Solution Virtual Booth 3775 • Virtual Product 1539



Enabling the Identity-Driven Enterprise

- · Improves visibility of interactions among users and assets
- Provides real-time, continuous regulatory compliance
- Places management and operations in a position of knowledge



3600 Mansell Road, Suite 200 hone: (877) 222-8736 WEB: www.trustednetworktech.com

Alpharetta, GA 30022 Fax: (678) 990-5339 EMAIL: info@trustednetworktech.com

Identity-Driven Access

Virtual Booth 3813 • Virtual Product 1603

Starting at \$9995



Caymas Systems enables organizations to control access, and control their business with the world's first Identity-Driven Access Gateways. Caymas solutions integrate third generation remote access, ultra secure extranets and wire speed internal access control, allowing enterprises, government agencies, and institutions to extend information assets to employees, customers, and partners.



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Password Auto Repository

Virtual Booth 3659 • Virtual Product 1221

Starting at \$12,000



The Password Auto Repository (PAR) is the leading comprehensive Administrative password solution that includes the release, change, and verification of critical shared administrative passwords. The PAR is a clientless appliance-based solution providing ubiquitous secure password accessibility. Addresses password management for Operating Systems, Firewalls, Databases and more!



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RADIUS Network Appliance

Virtual Booth 3933 • Virtual Product 1819



- Hardened appliance design for secure RADIUS/AAA delivery
- User administration via intuitive web GUI
- Quick installation and easy upgrades
- Interoperable out of the box with wide variety of devices and data stores
- Simplifies 802.1x for port authentication and wireless
- Helps secure firewalls and VPNs with role-based security



1313 Geneva Drive Sunnyvale, CA 94089 Fax: (408) 716-4400 WEB: www.infoblox.com

HID Secure Access System

Virtual Booth 3796 • Virtual Product 1568



The HID Secure Access System allows organizations with existing HID Prox Card II badges to automatically control access to workstations and computer networks running the Windows 2000® or XP® operating systems. The HID Secure Access System secures your computers without relying on employees remembering to shutdown, lock-up, or apply username/password policies.



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Bio Proximity Security Virtual Booth 3796 • Virtual Product 1567



The Proximity Security System will completely secure your system. Each authorized user is assigned an RF badge, which is coded. When an authorized user is within the proximity of the computer, the user is allowed access to the system. When he or she leaves the specified proximity, the computer goes into sleep mode, a screen saver is displayed, and the keyboard is deactivated.



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Transaction Monitoring Virtual Booth 3781 • Virtual Product 1544



Detect Fraud, Misuse and Errors

Oversight Technologies[™] provides real-time monitoring of automated financial systems to detect, prevent and deter financial loss by identifying fraud, misuse and errors.

- Extend IT security to business transaction
- Monitor controls for Sarbanes-Oxley compliance
- Deliver a real security ROI



75 5th Street, 2nd Floor Atlanta, GA 30308 Phone: (404) 920-2039 Fax: (404) 385-6092 WEB: www.oversighttech.com EMAIL: info@oversighttech.com

Network Scanning Appliance Virtual Booth 3898 • Virtual Product 1768



The **SAINTbox™** is the network vulnerability scanning appliance that provides an easy and affordable turnkey solution to evaluate your network's security and identify any existing security vulnerabilities. This product's superior features include plug and play standup, automatic updating, customizable scanning, 6 preconfigured reports, and session management features.



4720 Montgomery Lane, Suite 800 Bethesda, MD 20814 Phone: (800) 596-2006 Fax: (301) 656-4806 WEB: www.saintcorporation.com EMAIL: sales@saintcorporation.com

Vulnerability Management Virtual Booth 4123 • Virtual Product 2095



nCircle is the leading provider of enterprise-class vulnerability management solutions. Global enterprises in the financial services, insurance, government, manufacturing and services industries rely on nCircle to protect their businesscritical networks. nCircle's flagship product, the IP360 Vulnerability Management System, enables enterprises to find and eliminate vulnerabilities before they can be exploited.



101 Second St, Ste 400 San Francisco, CA 94105 Phone: (888) 464-2900 Fax: (415) 625-5982 WEB: www.ncircle.com

Outbreak Prevention

Virtual Booth 3682 • Virtual Product 1246



Deadly viruses & worms are now attacking at the transport level. Combat these evolving threats with Trend Micro™ Network VirusWall™, the first & only appliance designed to prevent outbreaks at the network layer. Detect, quarantine & eliminate threats as they occur. Assisted by our award-winning Enterprise Protection Strategy & security experts, you'll quickly contain viruses & worms & maintain productivity.



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Barracuda Spam Firewall

Virtual Booth 3715 • Virtual Product 1341



Reclaim Your Email

- Affordable enterprise-class spam & virus protection
- Support for 1,000 25,000 active email users
- Available in four models: Firewall 200, 300, 400, 600
- No per-user licensing fees
- 10 defense layers including fingerprinting, virus scanning and Bayesian analysis



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Antispam Appliance Virtual Booth 3811 • Virtual Product 1594



trimMail Inbox intercepts spam, viruses and other dangerous or objectionable content before it can gobble up your bandwidth or trash your email servers and end users. Includes Server/Domain/User-level guarantine and control of blacklists, whitelists and spam scores. Easy to set up and manage. Durable high-performance 24/7 with low power consumption. No additional licenses required.



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Antispam Appliance Virtual Booth 3861 • Virtual Product 1678



The only solution to the spam problem. Period!

- Patented Sender Authentication stops 100% of spam
- No filters No quarantine folders No false positives
- Enterprise-class network appliance
- Support for 50-50,000+ active users
- Seamlessly integrates with ActiveDirectory/LDAP
- Virtually no maintenance required
 Set it & Forget it



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Application Firewall

Virtual Booth 3723 • Virtual Product 1411



The NS6300 is an application firewall, VPN & Web cache solution powered by Microsoft® ISA Server 2004. The NS6300 combines ease of use with exceptional security & performance. This compact and flexible solution delivers a comprehensive feature set to defend Microsoft assets like Exchange Server and IIS. NEWS™, the Network Web Server interface, automates all software update tasks.



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Communication Appliance

Virtual Booth 452 • Virtual Product 2103



- 1U 800MHz Intel® Pentium® 4 communication appliance rack mount sever
- 2 front accessible 64-bit Gigabit Ethernet ports and 8 Fast Ethernet ports
- Embedded Cavium Crypto SSL / IPsec capable
- Applications: security accelerator, IPsec appliance, SSL appliance, Multi-segment management appliance



6851 Mowry Avenue Newark, CA 94560 Phone: (510) 790-9192 Fax: (510) 790-9191 WEB: www.portwell.com

Internet Content Filtering

Virtual Booth 3918 • Virtual Product 1791



NetSpective WebFilter lets corporate managers prevent employees from accessing URLs that contain content the company finds objectionable.

- Supports all network environments
- Plug & Play simplicity
- HTTP, P2P, and IM blocking
- 50 URL categories



539 Encinitas Blvd Encinitas, CA 92024 Phone: (800) 535-3353 Fax: (760) 942-6489 WEB: www.nwtechusa.com

XML Security Gateway Virtual Booth 3825 • Virtual Product 1619

List price \$65,000



The XS40 XML Security Gateway is a 1U (1.75" thick) rack-mountable network device purpose built by some of the world's top XML experts to secure XML and Web Services transactions. The XS40 delivers the most comprehensive set of functions, including: XML Encryption, XML SOAP firewall filtering, XML digital signatures, XML schema validation, SSL and XML access control.



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Cambridge, MA 02140 EMAIL: info@datapower.com

Sensitive Content Protection

Virtual Booth 3903 • Virtual Product 1773



Tablus Content Alarm is the industry's first comprehensive information security solution that protects confidential information—like source code, design specifications, trade secrets, financial information, personally identifiable information and protected health information-from disclosure at the desktop and across the network.

For more information, visit www.tablus.com.



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Internal Network Security Virtual Booth 3890 • Virtual Product 1753



Mi40 Inverted Firewall Appliance

Stop attacks that bypass your perimeter security. The Inverted Firewall is the first security appliance designed to stop rapidly propagating threats on internal networks. The self-contained appliance detects and automatically contains worms and other malicious traffic without the need to deploy agents, update signatures, or rearchitect your network.



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Proxy Appliance Virtual Booth 3751 • Virtual Product 1517



The ProxySG 800 provides total visibility and control over all Web communications. Based on a custom objectbased OS, this leading proxy appliance delivers granular policy enforcement with wire speed performance for:

Content Filtering

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Phone: (866) 30-BCOAT

WEB: www.bluecoat.com

- Content FilteringBandwidth ManagementInstant Messaging ControlWeb Virus Scanning P2P Control Web Proxy
 - Content Security



Sunnyvale, CA 94085 Fax: (408) 220-2250

EMAIL: bcs.sales@bluecoat.com



Internet Filtering Appliance Virtual Booth 4087 • Virtual Product 2050

www.icpamerica.com • sales@icpamerica.com

As Low As

\$1,995 R3000 MSA appliance only

1070 Joshua Way • Vista, CA 92083, USA. 877-293-2000 toll free, 877-296-2500 fax.



- Fast, scalable and easy to install
- Filters Web and blocks P2P and Instant Messaging
- Pass-by filtering and not a point-of-failure
- Customizable Profiles and Categories • Remote and Multilevel Administration
- Offers 80 categories with automatic updates
- Extensive reporting using the 8e6 Enterprise Reporter



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Application Usage & Auditing Virtual Booth 4173 • Virtual Product 2172



Can you trust your trusted users? With Covelight Percept™, an Enterprise can stop insider abuse and compliance violations, prevent exploitation by business partners, prevent masquerading hackers and phishers from compromising sensitive business data and company credibility. Limit risk and brand erosion by protecting mission-critical data at the source with Covelight Percept.



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Firewall / VPN Appliance

Virtual Booth 3650 • Virtual Product 1205



KS1500 Firewall / VPN - 1.5Gbps throughput

- Up to 1.2 million simultaneous connections
- Single processor appliance
- Up to (18) 10/100 Ethernet ports
- First firewall appliance to earn Common Criteria EAL4
- Firewall/VPN Checkmark
- Designed to meet B1 level TCSEC/NCSC criteria



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Clientless Quarantine

Virtual Booth 3584 • Virtual Product 2107



Defender[™] blocks ports and problems, not people and productivity:

- Self-defense for networks harden your assets • Drives firewall to control network access
- Quarantines vulnerabilities at port level
- · Ranks vulnerabilities by severity
- Prioritizes and facilitates remediation



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OEM Security PlatformVirtual Booth 3414 • Virtual Product 1245



- The FW100V is suitable for VPN, SSL/TLS, Firewalls. IDS, Load Balancers & all types of Network Applications
- An on-board low-power VIA Eden 400MHz CPU
- On-board 64MB of SDRAM
- Four 10/100Mbps Ethernet ports
- Also has RS-232 console ports, two USB ports and a CompactFlash socket



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Zero-Day DDoS Protection Virtual Booth 3851 • Virtual Product 1649



- Rate-based flood protection for networked systems
- Continuous Learning, Adaptive Threshold Estimation
- Full 10/100/1000 Line Rate ASICs
- Self-configuring installation
- Microfine Granularity™
- Source Tracking to identify culprits
- Full bidirectional control



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Security Solution Virtual Booth 4102 • Virtual Product 2072

The Mazu Enforcer is designed to detect, characterize, and mitigate traffic-based network attacks with speed and precision. The Mazu Enforcer is a perimeter appliance that watches for network congestion that is caused by traffic-based threats, such as denial-of-service attacks. When the Mazu Enforcer detects an attack, it uses advanced heuristics to quickly identify the individual packets that are causing the problem. It can then filter out the attack traffic while minimizing the impact on legitimate traffic. The Enforcer also can dynamically adapt its filtering behavior as an attack progresses.

Special Features

- · Regain and retain control during attacks
- · Maintain full availability of network resources
- · Customize and configure the deployment to meet the specific requirements of their environments



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Intrusion Prevention System

Virtual Booth 3716 • Virtual Product 1353



\$6,500

Interceptor - Stops Network Attacks in Real Time

- Internal & External Protection from DoS, DDoS, Worms, Viruses, Syn Floods, Trojans, Scans and Access Control
- · Listed by Gartner as "Pure Play" in IPS
- 6 Different Intrusion Detection Models
- Integrated antivirus (Optional)
- Config available supporting ADSL to Gigabit environment



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Intrusion Prevention System

Virtual Booth 3637 • Virtual Product 1189



Intrusion SecureNet Intrusion Prevention & Detection

- Available for 10, 100, 250 and 1,000 Mbps networks
- Software Sensor turns leading servers into IDS/IPS
- Tweak, Tune and Create Pattern-Matching and Protocol-**Decode Signatures**
- Standalone Productivity for Smaller Network Deployments
- Low TCO with remotely manageable Sensors



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Network Security System

Virtual Booth 3849 • Virtual Product 1648



MARS is a security management console combining network intelligence with security information to enable unrivaled speed & accuracy of incident identification & analysis

- Detect and mitigate attacks
- Capacity of more than 1,000,000,000 events/day
- Real-time reporting and forensics
- Scalable centralized security logging



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Network Security Appliance

Virtual Booth 4134 • Virtual Product 2108



Stop Zero-Day Threats

CounterACT enterprise network security appliance is so accurate in detecting and stopping hackers and self-propagating threats that 100% of ForeScout's customers turn on automatic blocking. Its unique, patented detect and protect methodology automatically defends your network without using signatures or anomaly detection.

Accurate • Automatic • Actionable



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Intrusion Prevention

Virtual Booth 3872 • Virtual Product 1709



Sentivist IPS Blocks Known & Unkown **Malicious Attacks!**

Powerful features stop network & application-level attacks, such as distributed DoS, back doors, hybrid threats such as MS Blaster, SQL Slammer, Nimda, Code Red & SQL injection, command tampering & polymorphic buffer overflows.

Trusted.....Powerful.....Easy to USE



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Intrusion Prevention System

Virtual Booth 4228 • Virtual Product 2334



Checkmate

- Real-time behavioral assessment of intent
- Capability to detect unique or new forms of attack Automated tracking and blocking
- Automated profile development to aid forensic analysis
- User-friendly graphical user interface
- Cross-platform interoperability



Fax: (202) 298-2689 Phone: (800) 668-7917 WEB: www.psynapsetech.com EMAIL: info@psynapsetech.com

Incident Response Appliance

Virtual Booth 4231 • Virtual Product 2338



GuardedNet's nS appliance family brings all the benefits of an appliance together with the feature richness of an enterprise-class SIM platform. The nS series can consolidate, correlate and analyze the logs of more than 100 devices, including network security products, hosts and applications, while providing full lifecycle incident management, as well as proactive policy monitoring and enforcement.

GUARDEDNET 5901-A Peachtree-Dunwoody Rd. Phana: (404) 504 0000

WEB: www.guarded.net

EMAIL: info@guarded.net

Site Performance Monitoring

Virtual Booth 4232 • Virtual Product 2339



Xfire is 'Instant Replay' for your website. Xfire captures, stores and plays back the entire session for every real user, providing monitoring and alerts on content and statistics for known problems and robust search functionality for newly discovered problems. See the behavior of your users and the response of your applications in real time with Xfire.



100 Superior Plaza Ste 200 Phone: (303) 642-4450 WEB: www.xaffire.com

Louisville, Co 80027 EMAIL: info@xaffire.com

Antivirus Firewall

Virtual Booth 3709 • Virtual Product 1311



The FortiGate-300A Antivirus Firewall provides performance, flexibility, and security necessary to protect today's growing small and medium sized enterprise networks. The FortiGate-300A platform features two 10/100/1000 tri-speed Ethernet ports for networks running up to gigabit speeds.



920 Stewart Drive Phone: (866) 868-3678 WEB: www.fortinet.com

Sunnyvale, CA 94085 Fax: (408) 235-7737 EMAIL: sales@fortinet.com

Managed Security Server Virtual Booth 3770 • Virtual Product 1536



Ribcage® Managed Security Server

The Ribcage® Managed Security System (MSS) Server provides Firewall, Secure Virtual Provate Network (VPN), intrusion detection, and "on demand" system scanning. Combined with our 24 x 7 monitoring service, managed by our staff of cyber-Securtiy experts, you can increase your security while lowering your operational costs.



701 Main Street Stroudsburg, PA 18360 Phone: (570) 422-7900 Fax: (570) 422-7940 WEB: backbonesecurity.com EMAIL: info@backbonesecurity.com

3Gbps Application Security Virtual Booth 3874 • Virtual Product 1710



DefensePro

Radware DefensePro secures all networked applications and users against viruses, malicious intrusions and denial of service at 3Gbps for immediate protection against



575 Corporate Drive, Suite 205 Mahwah, NJ 07430 Phone: (201) 512-9771 Fax: (201) 512-9708 WEB: www.radware.com EMAIL: info@radware.com

Multi-Bladed Security System Virtual Booth 3648 • Virtual Product 1203





Consolidating Security Gateways into Centrally Managed, High-Performance and High-Availability **Multi-Bladed Platforms**

- Unbeatable openness, cost/performance, ROI and quality
- Flexible, dynamic and secure creation of ultra-complex network topologies
- Hot-swap maintenance, upgrades & servicing -- low TCO



3209 Barkley Dr. Fairfax, VA 22031 Phone: (703) 573-6961 Fax: (703) 935-7519 WEB: www.bladefusion.com EMAIL: info@bladefusion.com

Secure Content Management Virtual Booth 3957 • Virtual Product 1871

OptimIP™ Network Appliance



- Eliminate network abuse and misuse
- · Optimize performance of business-critical applications
- Prioritize and reserve network bandwidth
- Comprehensive line of defense behind the firewall · Secure wireless networks from attacks, unauthorized access
- Filtering & mirroring traffic in real-time to enable monitoring, auditing and archiving



3175 S. Winchester Boulevard Campbell, CA 95008 Phone: (408) 874-4600 Fax: (408) 874-4644 WEB: www.proceranetworks.com

Carrier Security System Virtual Booth 3709 • Virtual Product 1312



Designed for network, edge or core deployments in large enterprises, carriers and MSPs, the FortiGate-5000 family delivers complete content protection on a flexible platform that can scale from 2 to 14 blades and can cluster numerous blades in a single chassis-based system. It integrates the following security functions: firewall, antivirus, IDS/IPS, VPN, content filtering, traffic shaping and anti-spam.



920 Stewart Drive Phone: (866) 868-3678 WEB: www.fortinet.com

Sunnyvale, CA 94085 Fax: (408) 235-7737 EMAIL: sales@fortinet.com

Encryption Appliance Virtual Booth 3888 • Virtual Product 1751



SG1001 - Full Duplex Gigabit Network Encryption

- · Extremely low latency
- AES and 3DES IPSec encryption
- Integrates into existing IP network
- Plug-and-play simplicity
- FIPS 140-2 Level 2 validation
- · Network security without complexity



701 Corporate Center Drive Raleigh, NC 27607 Phone: (919) 865-7330 Fax: (919) 233-9751 WEB: www.cipheroptics.com

Encrypted Ethernet Tunnel Virtual Booth 4176 • Virtual Product 2180



- Two Ethernet ports: 10BaseT, 10/100BaseT
- Two asynchronous serial RS232 ports
- Tunnels all Ethernet protocols, not just IP
- AES 128 bit encryption
- Remote PC appears to be on the local network
- AC and DC power supply options
- Supports both broadband and dial-up connections



2949 County Road 1000 E Dewey, IL 61840 Phone: (800) 432-2638 Fax: (217) 897-1331 WEB: www.dcbnet.com EMAIL:sales@dcbnet.com

Remote Access Appliance Virtual Booth 3894 • Virtual Product 1760



Celestix RAS3000 Remote Access Appliance

Dedicated high-performance appliance devoted to remote access. The appliance is inexpensive, high-performance, remotely manageable, and reliable. It is standards based with a familiar browser-based interface that enables enterprises to easily install, configure, and maintain remote access VPNs. Supports PPTP, L2TP/IPSec and SSL VPN.



48001 Fremont Boulevard Fremont, CA 94538 Phone: (510) 668-0700 Fax: (510) 668-0710 WEB: www.celestix.com

SSL-Based Remote Access

Virtual Booth 3719 • Virtual Product 1399

Call us to learn how you can become an enKoo Reseller!



From **\$995**

- Access business critical Email, files and applications from a Web
- Seamlessly work from home or while traveling

browser

- Gain full remote access from any PC or laptop
- Increase productivity from
- anywhere in the world







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VPN Appliances

Virtual Booth 4119 • Virtual Product 2092



The Aventail® EX family of Smart SSL VPN Appliances

- · Clientless anywhere secure access to Web, client/ server, and file shares
- Easy to administer, easy to use
- Unified policy management
- Industry-leading End Point Control
- Proven on an enterprise scale



808 Howell Street Seattle, WA 98101 Phone: (206) 215-1111 Fax: (206) 215-1120 WEB: www.aventail.com

SSL VPN Solution

Virtual Booth 4113 • Virtual Product 2086

Starting Price \$5,000

AEP SureWare A-Gate

AEP SureWare A-Gate, a suite of SSL VPN appliances, provides a high functionality, low-cost SSL VPN solution for companies of all sizes that want to extend enterprise applications to employees, business partners and customers. All remote access users can have secure and authenticated access to internal applications and resources.



8601 Six Forks Road - Suite 400 Toll Free: (800) 383-7716 WEB: www.aepsystems.com

Raleigh, NC 27615 Phone: (919) 882-2040 EMAIL: info@aepsystems.com

QoS Access Router

Virtual Booth 3895 • Virtual Product 1762



Q2300 Ethernet QoS Access Router

- For Ethernet/DSL/cable services
- All-in-one device, combines an IP router, VPN, QoS, firewall and Ethernet switch • Web GUI provides simple installation
- and graphical reports • Prioritizes traffic for quality VoIP



20010 Northwest Tanasbourne Phone: (800) 733-5511 WEB: www.kentrox.com/pro

Hillsboro, OR 97124 ax: (503) 350-6897 EMAIL:info@kentrox.com

Wireless Cable/DSL Router Virtual Booth 4044 • Virtual Product 1986



Model: WHR3-G54

- AOSS™ support with AOSS button
- 125* High Speed Mode™ Technology Optimized LAN/WAN routing
- WPA (TKIP, AES) security
- Built-in SPI firewall
- Privacy Separator WDS support
- (Bridge/Repeater Mode) External 2.4GHz antenna
- · Wireless Output Power Setting
- Dynamic Packet Filtering
- Built-in DHCP server Built-in 10/100 4-port switch NAT support



4030 W. Braker LN, STE 120 Austin, TX 78759 Phone: (800) 456-9799 Fax: (512) 794-8520 WEB: www.buffalotech.com EMAIL: sales@buffalotech.com

Multiprotocol Router Virtual Booth 3977 • Virtual Product 1898



Provides a unique platform for hosting multiprotocol routing services that increase SAN connectivity options and improve resource utilization. By integrating multiple services in a central platform, the SilkWorm helps provide a flexible foundation for implementing a utility computing infrastructure and efficient Information Lifecycle Management within a familiar Brocade SAN environment.



1745 Technology Drive San Jose, CA 95110 Phone: (408) 333-8000 Fax: (408) 487-8101 WEB: www.brocade.com EMAIL: info@brocade.com

Disk Controller Module

Virtual Booth 3697 • Virtual Product 1279





- 8 independent 2Gbps (200 Mbps) fibre channels
- 2 high-speed microprocessors
- 5 high-speed internal buses
- RAID 0, 1, 0+1, 3, 5, JBOD
- Read-ahead, write-through, write-back caching configurable
- for each LUN, Cache Parameters configurable by LUN
 Pipelined read and write operations



2130 North Glassell Street Orange, CA 92865 Phone: (866) 651-6036 Ext. 21 Fax: (714) 998-6366 WEB: www.capeng.com

2Gbps Fibre Channel Switch

Virtual Booth 3780 • Virtual Product 1541





Brocade SilkWorm 3900 Enterprise Fabric Switch

- Modular, 32-port configuration
- 2 Gbps
- · Auto sensing switch
- Scalability, manageability and high availability at an affordable price



3101 Yorkmont Road, Suite 1200 Charlotte, NC 28208 Phone: (866) 463-3372 Fax: (704) 423-5742 **WEB: www.sandirect.com** EMAIL: sales@sandirect.com

Expandable FC Switch

Virtual Booth 3780 • Virtual Product 1542

@MCDATA



Sphereon™ 4500 Fabric Switch

The 24-port switch offers unprecedented connectivity ondemand with McDATA's exclusive FlexPort Technology. Minimize your initial SAN investment by **purchasing only the ports you need today, while having standby capacity for tomorrow**. Additional connectivity can be added quickly and non-disruptively.



3101 Yorkmont Road, Suite 1200 Charlotte, NC 28208 Phone: (866) 463-3372 Fax: (704) 423-5742 WEB: www.sandirect.com EMAIL: sales@sandirect.com

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FC Stackable Switch

Virtual Booth 4049 • Virtual Product 1991



SANbox® 5200 Fibre Channel Stackable Switch

Get the scalability and performance of a chassis switch in an easy-to-manage, pay-as-you-grow solution. Sixteen 2Gb ports plus a four-pack of high-speed 10Gb ISL ports. Start with as few as 8 ports activated, then expand in 4-port software-keyed increments. Built-in config wizards, high interoperability and I/O StreamGuard for RSCN suppression help you build fabrics quickly and cost-effectively.



26650 Aliso Viejo Pkwy Aliso Viejo, CA 92656 Phone: (800) 662-4471 Fax: (949) 389-6009 WEB: www.qlogic.com

Embedded Storage Switch

Virtual Booth 4142 • Virtual Product 2116



InSpeed[™] SOC 422 Embedded Storage Switch

- 22-ports, 4, 2 or 1 Gb/s per port speeds
- Integrated Fibre Channel Controller
- Automatic Trunking
- Fairness & Prioritization eliminates "drive starvation"
- Advanced diagnostics, performance and monitoring
- Compatible with InSpeed Embedded Storage Switches



3333 Susan Street Costa Mesa, CA 92626 Phone: (714) 662-5600 Fax: (714) 241-0792 WEB: www.emulex.com EMAIL: info@emulex.com

InfiniBand Database Kit

Virtual Booth 3707 • Virtual Product 1299



Voltaire InfiniBand Database Kit enables IT managers to move their IBM DB2 or Oracle database applications from expensive high-end servers to low-cost commodity server clusters while maintaining superior application performance

- Voltaire ISR 6000 InfiniBand Switch Router
- Software
- 4X InfiniBand adapters & cables



6 Fortune Drive Billerica, MA 01821 Phone: (800) 865-8247 Fax: (978) 439-5401 WEB: www.voltaire.com EMAIL: info@voltaire.com

InfiniBand Switch Router

Virtual Booth 3707 • Virtual Product 1298



The **Voltaire ISR 9024** is a high-performance, low-latency, fully non-blocking InfiniBand switch that is ideal for high-performance computing clusters & distributed databases.

- 1U form factor with 24 4X (10Gbps) InfiniBand ports
 Available bandwidth of 480Gbps
- Available bandwidth of 480
 High availability design
- Reduces TCO for clusters



6 Fortune Drive Billerica, MA 01821 Phone: (800) 865-8247 Fax: (978) 439-5401 WEB: www.voltaire.com EMAIL: info@voltaire.com

InfiniBand Switch System

Virtual Booth 3735 • Virtual Product 1651



MTS2400 - 24-Port Modular InfiniBand Switch System

Industry-leading InfiniBand Switch systems are based on Mellanox InfiniScale & InfiniScale III switch silicon & offers support for both 10 & 30 Gbps ports in flexible configurations. Offers significant price performance advantages over Ethernet switches as well as other more expensive proprietary networks.



2900 Stender Way Santa Clara, CA 95054 Phone: (408) 970-3400 Fax: (408) 970-3403 WEB: www.mellanox.com EMAIL: info@mellanox.com

Infiniband Switch

Virtual Booth 3848 • Virtual Product 1641



Topspin 270

Provides the industry's only InfiniBand switch designed to maximize reliability, availability, and serviceability. With fully redundant, hot-pluggable components and hitless failover, the Topspin 270 provides a director-class 96-port 4x or 32-port 12X switch for building scalable, highly available clusters.



515 Ellis Street Phone: (866) 867-7746 **WEB: www.topspin.com** Mountain View, CA 94043 Fax: (650) 316-3272 EMAIL: info@topspin.com

Switched Computing Virtual Booth 3848 • Virtual Product 1642



Topspin 360, the industry's first Switched Computing System, provides unprecedented levels of availability, scalability, and manageability for deploying server clusters and on-demand computing. Switch modules provide multiple terabits of internal bandwidth, and up to 12 expansion modules for Fibre Channel and Ethernet in a single enclosure, providing "pay-as-you grow" scalability.



515 Ellis Street Phone: (866) 867-7746 WEB: www.topspin.com Mountain View, CA 94043 Fax: (650) 316-3272 EMAIL: info@topspin.com

FC-to-SCSI Bridge

Virtual Booth 3814 • Virtual Product 1659



The ATTO FibreBridge™ line of 1- and 2-Gigabit Fibre Channel-to-SCSI Bridges allows you to attach existing SCSI storage devices to a Fibre Channel SAN. With four easily integrated form factors, customers can match a product to their price/performance needs, leverage current IT investments, simplify storage management and save money.



155 CrossPoint Parkway Amherst, NY 14068 Phone: (716) 691-1999 Fax: (716) 691-9353 WEB: www.attotech.com EMAIL: sales@attotech.com

iSCSI-To-SCSI Bridge Virtual Booth 3814 • Virtual Product 1663



ATTO iPBridge™ iSCSI-to-SCSI Bridge products allow users to attach a SCSI tape library SCSI disk array or magneto-

to attach a SCSI tape library SCSI disk array or magnetooptical (MO) storage systems to IP networks. This enables users to leverage their existing Ethernet network and increase storage utilization for a cost-effective networked storage solution. ATTO iPBridge products are available in three versatile form factors for ease of integration.



155 CrossPoint Parkway Amherst, NY 14068 Phone: (716) 691-1999 Fax: (716) 691-9353 WEB: www.attotech.com EMAIL: sales@attotech.com

Ultra320/HVD SCSI Cnvtr

Virtual Booth 3859 • Virtual Product 1674

As Low As \$195



- Convert Between All Versions of LVD/MSE/SE/HVD
- Extend LVD/MSE/SE/HVD Bus Length
- Isolate HVD Segments of a SCSI bus
- Standalone and Board-level Versions
- Targets & initiators located on both sides of expander
- Backward-compatible with older versions of SCSI
- Does not consume a SCSI ID



4655 Ruffner Street San Diego, CA 92111 Phone: (866) 447-6292 Fax: (858) 560-8929 WEB: www.paralan.com

ESCON® to Bus/Tag Converter

Virtual Booth 3827 • Virtual Product 1623



Optica Technologies 34600 FXBT Converter provides attachment of legacy bus/tag peripherals to an ESCON FX fiber optic channel directly or through an ESCON Director. The converter operates by converting the peripheral's electrical interface signals into light pulses for transmission to the fiber optic channel. Fully IBM 9034 compatible. ESCON is a registered trademark of IBM Corporation.



700 Pleasant Valley Drive Springboro, OH 45066-0848 Phone: (800) 953-4773 Fax: (937) 704-0101 WEB: www.opticatech.com

SAN VPN Solution

Virtual Booth 4132 • Virtual Product 2106



NeoScale CryptoStor SAN VPN enables companies to securely run real-time storage applications (synchronous mirroring, SAN to SAN inter-connect) between sites in a Metropolitan Area Network. SAN VPN is the first appliance to provide wire-speed Fibre Channel link encryption and compression and order to secure SAN extension applications w/out any change to storage application or devices.



1655 McCarthy Blvd. Milpitas, CA 95035 Phone: (408) 473-1300 Fax: (408) 473-1301 WEB: www.neoscale.com EMAIL: sales@neoscale.com

Industrial Ethernet Switch

Virtual Booth 3795 • Virtual Product 1564



EtherDevice™ Switch EDS-508 Series **Industrial 8-Port Managed Redundant Ethernet Switch**

- -40 to 75 degrees C Temperature
- Turbo ring with 300 ms fast recovery time
- Tagged VLAN supported for network security
- QoS Prioritization for determinism
- IG MP Snooping for multicast traffic filtering



3001 Enterprise Street, #210 WEB: www.MoxaUSA.com

Brea, CA 92821 EMAIL: info@MoxaUSA.com

10/100 Sub-Micro Switch

Virtual Booth 4040 • Virtual Product 1980



- 5 port & 9 port Ethernet 10/100 Switches
- Industrial as well as Commercial Ruggedness
- Product stability suitable for System Integrators & OEMs
- All ports 10/100 auto-sensing

WEB: www.bravobravo.com

- Self-Configurable MDI/MDIX uplink/downlink (all ports)
- 2 Gbps high-performance memory bandwidth
- Most advanced features and power supply options

BRAVO 3463 Meadowlands Lane San Jose, CA 95135 Fax: (408) 297-8701

EMAIL: sales@bravobravo.com

Enterprise Ethernet Switch Virtual Booth 1556 • Virtual Product 0032

\$999



Building a "next generation" network is easier with the IntraCore IC3624PWR - a 24-port 10/100 Power over Ethernet (PoE) L2+ switch. With advanced features and 802.3af PoE power management, the switch simplifies Voice over IP (VoIP) phones, cameras, and wireless



2223 Oakland Rd. San Jose, CA 95131 Phone: (408) 435-8388 Fax: (408) 435-7511 WEB: www.asante.com EMAIL: sales@asante.com

Secure Ethernet Switch

Virtual Booth 3789 • Virtual Product 1781



Contains powerful authentication and CoS capabilities at industry-leading prices The IntraCore 36000 Series of Layer 2 Gigabit Ethernet

switches are designed to provide high-density 10/100/1000BaseT connections at the edge of the network in a space-saving 1 rack-unit form factor. Comes in 24-port (IntraCore 36240) and 48-port (IntraCore 36480) switches.



2223 Old Oakland Road San Jose, CA 95131 Phone: (408) 435-8388 Fax: (408) 435-7511 WEB: www.asante.com

Gigabit Managed Switch Virtual Booth 4065 • Virtual Product 2022

\$299



HotBrick GigaBrick 2600 Layer 2 Managed Switch

The GigaBrick 2600 is the perfect solution to allow your network to achieve Gigabit speeds. With state-of-the-art technologies such as 2 Gigabit ports, VLAN, QoS, Port Mirroring, Flow Control and Web traffic management, the GigaBrick 2600 is the perfect investment for your future needs.



7243 NW 54th Street Miami, FL 33166 Toll Free: (866) 468-2742 Fax: (305) 594-4442 WEB: www.hotbrick.com

GBIC Modules

Virtual Booth 3683 • Virtual Product 1250



Transition Networks' GBIC transceiver is a plug-in module and it is hotswappable. It allows for seamless integration of fiber with copper LAN connections wherever GBIC interface slots are available.

- Laser Class 1 Product
- Compliant with 802.3z 1000BaseSX;1000Base LX
- Plug-and-Play module
- Hot-Swappable
- TTL Logic Interface



6475 City West Parkwav Eden Prairie, MN 55344 Phone: (800) 526-9267 Fax: (952) 941-2322 WEB: www.transition.com

Telephony Appliance Virtual Booth 4038 • Virtual Product 1978



Ideal for medium to large enterprise locations the EdgeMarc 5300 includes 1 x 10/100/1000 Ethernet LAN interface and 1 x 10/100/1000 Ethernet WAN interface. It replaces multiple standalone systems by integrating a VoIP application layer gateway to resolve NAT/Firewall traversal issues, VoIP survivability, network security, call quality monitoring and QoS.



2730 San Tomas Expressway WEB: www.edgewaternetworks.com

Santa Clara, CA 95051 Fax: (408) 727-6430 EMAIL:Sales@edgewaternetworks.com

Telephony Appliance Virtual Booth 4038 • Virtual Product 1977



Ideal for small to medium enterprise locations the 4300T includes a T1 CSU/DSU WAN interface, 4 x 10/100 Mbps LAN interfaces and a crypto co-processor for VPN applications. It replaces multiple systems by integrating IP routing, a VoIP application layer gateway to resolve NAT/Firewall traversal issues, VoIP survivability, network security, call quality monitoring and QoS.



2730 San Tomas Expressway WEB: www.edgewaternetworks.com

Santa Clara, CA 95051 Fax: (408) 727-6430 EMAIL:sales@edgewaternetworks.com

Voice/Fax Over IP Gateways Virtual Booth 29 • Virtual Product 1761



Multi-Tech MultiVOIP gateways provide toll-free voice and fax communications over the Internet or Intranet. The MultiVOIP family of analog and digital models ranging from one to 60 ports, connect directly to phones, fax machines, key systems, PSTN lines or a PBX to provide real-time, tollquality voice connections to any office on a VOIP network. MultiVOIP is designed to help maximize investments in the existing data and voice network infrastructure.



2800 Vicksburg Lane N Minneapolis, MN 55447 Phone: (763) 553-2075 Fax: (763) 553-1964 WEB: www.modemexpress.com EMAIL: sales@modemexpress.com

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VoIP Router Virtual Booth 3339 • Virtual Product 2241



The Z-Connect router combines a voice gateway and network router in a single device. Simply plug in your analog telephone for instant VoIP capability and connect up to four computers for secure, shared Internet access, Includes up to 150 minutes of ready-to-use, free call time. When you plug in your analog phone, you can begin immediately making local, long-distance and international calls for free.

SOYO GROUP INC.

Innovations for Life

1420 South Vintage Ave Phone: (909) 292-2500 WEB: www.soyogroup.com

Ontario, CA 91761 Fax: (909) 937-0783 EMAIL: sales@soyogroup.com

Four-Channel VolP Gateway

Virtual Booth 3987 • Virtual Product 1920



EVolP-4010 is a four-channel VolP gateway in a rackmountable enclosure. Once installed, the EVoIP-4010 provides IP trunking to remote offices or local and long-distance communications via VoIP. It includes new features such as an integrated hub for easier integration and connection to IT and phone networks and support for 110V and 220V systems in a single unit.



1200 Abernathy Road Atlanta, GA 30328 Phone: (770) 512-7174 Toll Free: (866) 410-3892 WEB: www.i2telecom.com

VoIP Management Tools Virtual Booth 3980 • Virtual Product 1994



Without Qovia on your VoIP network, you're driving blind. VoIP Networks Don't Run Themselves. That's why you need the VoIP Management Tools from Qovia.



7470 New Technology Way Ste. E Frederick, MD 21703 Phone: (301) 846-0020 Fax: (301) 846-0065 WEB: www.govia.com EMAIL: sales@qovia.com

VoIP Systems Virtual Booth 3787 • Virtual Product 1553



The Cisco family of IP and wireless IP phones provides a complete range of communications devices designed to take full advantage of the power of your data network, while providing the convenience and ease-of-use you've come to expect from your business phone. From the home office to the manufacturing floor, from the lobby to the executive suite, there is a Cisco IP phone for you.



12020 Shamrock Plaza Omaha, NE 68154 Phone: (866) 263-6536 Fax: (402) 491-3593 WEB: www.mandolfo.com

Turnkey VoIP Solution Virtual Booth 3970 • Virtual Product 1886

Multiservice Networks

The convergence of voice, video and data is here today. GTP Voice™ is a complete, turnkey Cisco-based IP Telephony and Call Center solution for small and medium-sized businesses. GTP plans, designs and implements complete IP Telephony / Call Center solutions & converged voice/data networks with products & technology from Cisco Systems. Our solutions feature:

- Desktop and wireless LAN IP phones
- · Centralized, server-based call processing with Cisco Call Manager
- Integrated voice & email messaging using Cisco Unity
- Gateways to public telephone networks & legacy PBXs · Automated call distribution & interactive voice response
- for call centers based on Cisco IPCC Express



420 Lexington Avenue, Suite 24 New York, NY 10170 Phone: (212) 972-6200 Fax: (212) 972-6201 WEB: www.greenwichtech.com

VoIP Solutions

Virtual Booth 3959 • Virtual Product 1874





Let ALC Services take the mystery out of Voice Over IP (Internet Telephony) and show you how the awarding winning 3Com NBX can deliver a significant cost savings by converging Voice and IP services onto a single unified platform, thus reducing your cost of ownership by eliminating dual IT support costs.



2081 E. Division Street Arlington, TX 76011 Phone: (800) 606-1905 Fax: (817) 275-5201 WEB: www.alcservices.com EMAIL: sales@alcservices.com

VoIP/PSTN Phone System

Virtual Booth 4051 • Virtual Product 1996



TalkSwitch, Centrepoint Technologies' hybrid phone system, combines traditional and VoIP telephony for offices with 1 to 32 users per location at breakthrough prices. With rich features including auto attendants, voicemail, remote extensions and much more, TalkSwitch improves image, reduces communication costs and keeps you connected everywhere. It's the easiest system to install, configure and use.



1545 Carling Ave. Suite 510 Ottawa, ON, Canada K1Z 8P9 Phone: (888) 332-9322 x 301 Fax: (613) 725-2898 WEB: www.talkswitch.com

VoIP Across NAT Firewalls

Virtual Booth 3722 • Virtual Product 1400

Starting at \$12,000



PeerPoint transparently traverses NAT firewalls with no additional customer premise equipment required and no replacement of the existing security infrastructure.

- Reach Subscribers behind firewalls
- Serve VoIP through existing firewalls
- Resolve Compatibility issues
- Intrusion Prevention and Session Control



2033 Gateway Place San Jose, CA 95110 Phone: (408) 252-8647 Fax: (408) 437-1201 WEB: www.iasomi.com

OEM VoIP Appliance Virtual Booth 1351 • Virtual Product 1763



Acrosser AR-M9919 with WinCE.net

- Embedded solution w/ TUI, VAIL, complete network stack
- · Low power and fanless 300MHz processor
- · On-board compact flash slot for IDE solution
- VGA/ KB/Ethernet/Serial ports/PC-104 expansion
- On-board audio with Mic in, CD in, line-in and line-out



10564 Progress Way, Unit D Phone: (714) 827-9938 WEB: www.acrosser.com

Cypress, CA 90630 EMAIL: sales@acrosser.com

Switched Video

Virtual Booth 4081 • Virtual Product 2043



Broadband Multimedia-Service Router (BMR) is an intelligent, highly versatile routing and switching platform that delivers broadcast or on-demand video services with reliability, scalability and efficient resource utilization. The BMR features BigBand's NativeMedia Operating System, which enables operators to rapidly add a wide range of digital media services without overhauling existing architectures.



475 Broadway Redwood City, CA 94063 Fax: (650) 995-0060 WEB: www.bigbandnet.com EMAIL: sales@bigbandnet.com

Broadband Wireless Access

Virtual Booth 4079 • Virtual Product 2041



- 5.8GHz frequency band & data rates up to 72 Mbps
- Highest power OFDM radio for NLOS operation
- 400mW output radio extends 5.8GHz ranges to unprecedented distances
- Digital baseband, radio & antenna combined into a single, weatherized outdoor system with PoE support
- Achieves near or non-lineof-sight (NLOS) links
- Wire-speed, secure connections w/AES encryption



6370 Nancy Ridge Drive, Suite 109 Phone: (858) 450-1220 WEB: www.solectek.com

San Diego, CA 92121 Fax: (858) 457-2681 EMAIL: info@solectek.com

Last Mile Connectivity Virtual Booth 3942 • Virtual Product 1835



The FlightStrata Family is for enterprise customers in need of longer distance connectivity & Gigabit Ethernet speeds

- Data Speeds: up to 1.25 Gbps from T1/E1 to Gigabit
- Max. distance: up to 4 km (2.5 Miles)
- Multi-Beam Array Tracking along with Automatic Power Control delivers active performance to address changing atmospheric conditions and mount/building movement



10140 Barnes Canyon Road Phone: (858) 643-5200 WEB: www.lightpointe.com

San Diego, CA 92121 Fax: (858) 643-5201 EMAIL: sales@lightpointe.com

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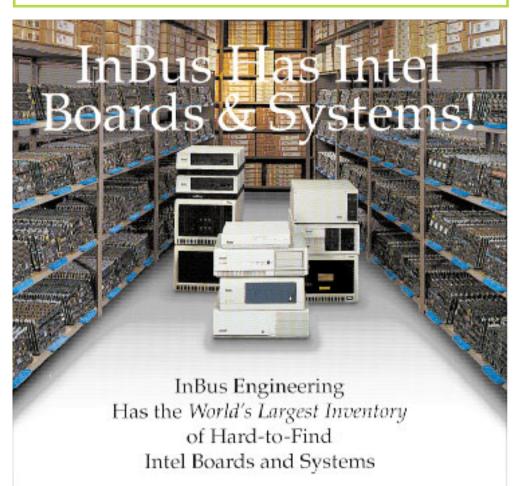








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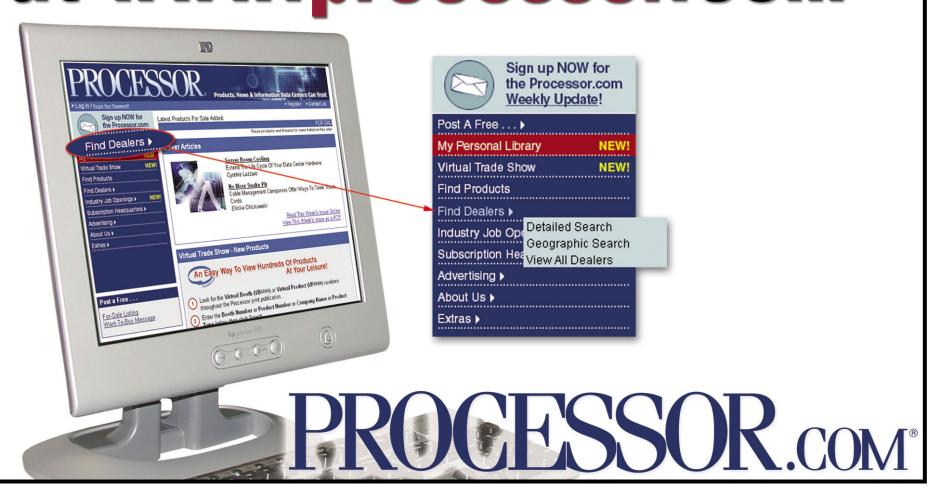
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